

NOTE THE SOAP INDUSTRY SECTION

# The American Perfumer

and Essential Oil Review  
PERFUMER PUBLISHING CO.

JAN. 1920

80 MAIDEN LANE, NEW YORK

VOL. XIV  
NO. 11



(SEE PAGE 9)

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NEW YORK

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# The American Perfumer

## and Essential Oil Review

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TWO DOLLARS A YEAR.  
TWENTY CENTS A COPY.

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and ESSENTIAL OIL REVIEW

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### THE PROHIBITION REGULATIONS.

Our Washington Budget on page 362 consists largely of the new regulations issued by Internal Revenue Commissioner Roper for the enforcement of constitutional prohibition under the Eighteenth Amendment. This news is fresh and up-to-date, as indeed all of our Washington information has been in connection with this and other matters of concern to our readers. Comment is unnecessary, except to say that the rules seem to be less harsh than was expected.

The ultimate fate of prohibition is by no means settled beyond recall, according to the signs of the times. The United States Supreme Court, in decisions so far rendered, has not yet passed upon the constitutionality of the method of adoption of the prohibition amendment and it just has given the sovereign State of Rhode Island permission to test its validity. New Jersey also is swinging into the saddle and its Governor has ordered similar proceedings. Meanwhile all will have to obey the law as it stands and any other course will be both futile and perilous.

### U. S. P. CONVENTION NEXT MAY.

Leading pharmacists from all parts of the country will assemble in Washington the second week of May, 1920, to revise the U. S. Pharmacopoeia.

Taking advantage of the assembling of these leaders of medicine in the national capital, the American Pharmaceutical Association has decided to hold its annual meeting in Washington the first week in May. It is expected that fully 500 delegates will be on hand for the association convention, in addition to those who will be sent as representatives to the convention which will revise the pharmacopoeia.

The Washington Chamber of Commerce, which has resumed its efforts to make Washington a bigger convention city than it was before the war, made the announcement of the decision of the pharmacists to meet there next year.

Dr. Harvey W. Wiley is president of the convention and Prof. Charles H. LaWall is chairman of the revision committee. The vice-presidents of the convention are:—Dr. N. S. Davis, of Chicago; Dr. Charles T. Osborne, and Dr. W. A. Bastedo, of New York; the secretary is Dr. Murray Galt Motter, of Washington; and the treasurer is Samuel L. Hilton, of Washington.

### OUR FLAVORING EXTRACT SECTION.

Our popular Flavoring Extract Section, as a department, is omitted from this issue, for its chief feature would have to be the prohibition rulings which are of interest to all of our readers and could not be properly isolated. Other news that would be available ordinarily was printed in our December issue. Since then the officers of both the Flavoring Extract Manufacturers' Association and the National Manufacturers of Soda Water Flavors have been busy and active in performing their duties, but no new developments of striking interest have been reported since our last issue, except as relate to the prohibition law.

### POISON BILL IN THE BAY STATE.

The Massachusetts State Department of Health has introduced a bill in the legislature requiring manufacturers of toilet water, perfumery, bay rum and similar fluids to label them "poison." Under the present wording of the law receptacles containing straight wood alcohol and denatured alcohol must be labelled "poison," but the provisions do not extend to the toilet preparations. The bill will bear watching by the M. P. A. and all others interested.

Dr. Eugene R. Kelley, State Commissioner of Public Health, in discussing the recent deaths in the Connecticut valley from wood alcohol poisoning, stated that there was a possible danger of poisoning from the drinking of perfumes, bay rum, and certain medicines intended for external use, which may have been made from wood alcohol. Such preparations are poisons, he says, and should be labelled as such. The Commissioner is in error as to the extensive use of wood alcohol in the toilet goods industry.

### OUR INDUSTRIES IN THE CENSUS.

Classification of the various industries by branches, for purposes of the 1919 census, taken this month, has been issued by E. F. Hartley, chief statistician of the Census Bureau. More than 350 classifications are being used in connection with the census of manufacturers. As a rule, the classification of an industry is determined in accordance with the product of chief value, the idea being to bring together, so far as practicable, all the establishments engaged in the same or kindred industries.

A general schedule has been prepared for use in every industry, but in a number of plants so many varieties of goods are produced that this schedule is not sufficient to cover them all and, in such cases, an additional or supplemental schedule is provided. Thus while manufacturers of combs and hairpins made of horn, shell, bone, ivory and other materials except metal or rubber are using the general schedule, No. 100, manufacturers in other lines of toilet goods must not only fill out that schedule but a supplemental schedule as well.

Manufacturers of perfumery and cosmetics, which is held to include cologne, toilet water, witch-hazel, face powders, washes and lotions, skin emollients, shaving cream, tooth paste and powder, bay rum, etc., are included in supplemental schedule No. 125.

Producers of essential oils, including certain volatile oils, such as peppermint, spearmint, sassafras, wintergreen, clove, lemon, aniseed, bergamot, lavender, orange, patch-

### TWELVE BILLIONS IN NEW CHARTERS

Easily breaking all previous records, charters filed during 1919 for new enterprises under the laws of the principal States, with an authorized capital of \$100,000 or over, involved \$12,677,229,600. The nearest approach to this tremendous total, which shows an increase of approximately 414 per cent over the preceding twelve months, was in 1901, when the incorporations amounted to \$3,714,105,000. It will be recalled that in that year the United States Steel Corporation was formed with an authorized capital stock of \$1,100,000,000.

ouli, witch-hazel, etc., will furnish the information regarding their individual lines on supplemental form No. 127. Soap manufacturers are asked to use form No. 162.

### WORLD ADVERTISING CONVENTION.

Preliminary plans for the 1920 world convention of advertising, which will be held in Indianapolis June 6 to 10, indicate that this will be the most helpful convention in the history of advertising meetings, says the Associated Advertising Clubs of the World.

The officers of the advertising association plan that "brass tack" discussions of advertising and selling problems shall be the subject of every address at the Indianapolis convention. The convention, both in its general sessions and its departmental meetings, will get down to the problems of distribution and study them intensively for the four business days of the meeting. Supplementing the educational sessions will be an advertising exhibit designed wholly for the instruction of the convention visitor.

### AN ARMY OF BANK DEPOSITORS.

Announcement was made recently by John Skelton Williams, Controller of the Currency, that one of every six persons in the total population of the United States on an average kept an account in a national bank, as shown by the official returns of the bank call of June 30, 1919, recently compiled; and that of the 18,240,300 depositors in such banks, not one of them lost a single cent during the fiscal year.

### DELAY IN THE PRIZE CONTEST AWARDS.

The announcement of the result of the perfume prize contest has been delayed by the illness of one of the executives of the company that made the offer. He now is recovering and the awards will be announced, without doubt, in our next issue, as the work is well in hand.

### Finds Reading Matter Interesting.

(From Charmant Specialty Co., Inc., Toilet Preparations, 101 East Ave., Long Island City, N. Y.)

We are well pleased with the interesting reading matter that you publish in THE AMERICAN PERFUMER. Inclosed herewith you will find our check for \$1, for another year's subscription.



## BABSON ON BUSINESS IN 1920.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions for 1920, based upon thorough investigation and careful observation of the field:

*Further Advances in Rediscount Rate.*—Viewed from every angle, high money rates must be expected throughout the coming year. The Federal Reserve Board is alarmed at the extent to which credit expansion is going. It is starting the New Year with the avowed determination to check further inflation of credit and currency. The only method by which such a restriction can be brought about is by increasing the rate at which the Federal Reserve Banks will rediscount paper for their member banks.

*Supply of Goods Less Than Demand.*—The supply of almost every kind of goods is less than the demand. At present both manufacturers and merchants are understocked rather than overstocked. Output is restricted by labor and other difficulties. Production of principal raw materials during 1919 was but little larger than in 1913, although the average rate of growth over the last twenty years would call for an increase of 5 per cent to 20 per cent a year in the various commodities. In order to keep up to the normal rate of growth, production should be at least 30 per cent larger than in 1913. The figures show that no such output was obtained last year. Individual reports indicate a like shortage in output of nearly all finished products.

*Commodities.*—The wisest policy is to protect yourself on deliveries for winter requirements. In other words, although conditions indicate no immediate reversal of business, yet commodities should not be purchased for a long pull. Such opportunities come only when business is in a thoroughly liquidated position. We are likely to see a somewhat higher price level before the definite turn downward, but for the present you should limit your purchases to winter needs. If, in the spring, the conditions have brought about much higher prices, these same conditions will enable you to pass on the greater part of the advance, thus distributing any increase in cost.

*Labor.*—In most respects the conditions favor comparative industrial quiet for 1920. When we say "comparative" we mean compared with the last two years. This does not mean that labor unrest will necessarily fall to pre-war levels. The strike figure is even now relatively low. The important questions pending in labor circles, and above all, the anti-labor attitude of the public, are the influences which lead in the direction of less trouble this year. The element which makes the labor outlook most difficult to forecast is the widespread propaganda against labor and against unionism. If this propaganda continues at its present rate it may rouse the opposition to concerted action. This anti-labor campaign is, therefore, the most disconcerting feature of the landscape. As long as business continues active there can be no let-up in the shortage of workers.

*Europe's Problems Still to Be Settled.*—European conditions so far give no visible sign of improvement. The leading governments have not yet set upon a plan whereby they can meet current expenses out of current revenues. Even England, the strongest financially, shows a deficit of more than \$2,000,000,000 for 1919. On the Continent starvation threatens to drive whole peoples to revolt and an-

## OUR ADVERTISERS

CHARLES V. SPARHAWK, INC.

DRUGS, ESSENTIAL OILS AND CHEMICALS

278 PEARL STREET  
NEW YORKTHE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,  
80 Maiden Lane, New York.

Dear Sirs:

We take pleasure in calling to your attention the very agreeable relations we have always had with you, at the same time giving you our hearty congratulation on the able way that you have been of service in many ways, in addition to the added results that we have been able to obtain from your paper.

We feel it has certainly the full approval of the trade, in addition to being one of the best mediums for perfumes and kindred products.

We wish you continued success, assuring you that we shall be glad to take time to speak a favorable word should you desire our personal opinion.

Very truly yours,

CHARLES V. SPARHAWK, INC.

archy. The statements by Mr. Hoover and Secretary Glass are in nowise exaggerated. American financiers are afraid of a collapse if they do not extend credits to Europe, but they are afraid of a banking crash in the United States if they do. Meanwhile, low exchange rates are already causing some backing up of goods intended for European shipment. It is stated that to a large extent the shipments which are being made are financed by the individual manufacturers and merchants themselves.

*Real Estate.*—Fundamental business conditions indicate that the greatest advances in most classes of property have already occurred. The biggest speculative profits have been made. The peak of the rise in values, however, has probably not yet been reached. New building costs are steadily mounting. Demand for both industrial and private buildings continues much in excess of supply. These factors point to somewhat higher values next spring. Bear in mind that a spurt in real estate is usually the last phase of a period of prosperity.

## METRIC SYSTEM EXPLAINED.

A member of the World Trade Club holds the world record for rapid explanation of the Metric weight measurements and the way in which they ought to be used. He does this in one minute. Here is how he did it:

"Learn only the units, dollar, meter, liter, gram; dollar, the measure of value; meter, the measure of length; liter, measure of bulk; gram, for weight. You know all about the American dollar. The metric units, meter, liter, gram, are just like the dollar, divided decimally and multiplied decimally. If you want to compare metric units with present units, the meter is 10 per cent more than the yard; 500 grams is about 10 per cent more than the pound avoirdupois, the liter is 5 per cent less than the U. S. liquid quart (13 per cent less than the British liquid quart)—that is all 90 per cent need to use the metric standards."

# TEXT OF FEDERAL DRY LAW ENFORCEMENT RULES

WASHINGTON, D. C., Jan. 17.—The Bureau of Internal Revenue of the Treasury Department has issued its prohibition regulations. The printed regulations will be available to the trade in a very short time but herewith is given Article XI, which deals with the "use of intoxicating liquor in the manufacture of alcoholic medicinal preparations and other alcoholic compounds." This section deals specifically with the manufacture of perfumery, hair tonics, flavoring extracts, etc., and is in full as follows:

## ARTICLE XI.

### USE OF INTOXICATING LIQUOR IN THE MANUFACTURE OF ALCOHOLIC MEDICINAL PREPARATIONS AND OTHER ALCOHOLIC COMPOUNDS

**Section 60.** Distilled spirits and wines may be used in the manufacture of medicinal preparations compounded in accordance with formulae prescribed by the U. S. P., N. F., or the American Institute of Homeopathy, which preparations are unfit for beverage purposes, and in the manufacture of patented, patent, proprietary or other medicines which are unfit for beverage purposes.

(a) Such preparations must contain no more alcohol than is necessary for the purpose of extraction, solution or preservation, and must contain in each fluid ounce a dose as a whole or in compatible combination of one or more agents of recognized therapeutic value and contain no agents either chemically or physiologically incompatible with the active medicinal agents upon which the medicinal claims are based.

(b) The preparations named below which are included in the U. S. P. and N. F. are held to be fit for beverage purposes. Distilled spirits and wines may, however, be used in the manufacture of such preparations and may also be used in the manufacture of any preparations fit for use for beverage purposes for which formulae are prescribed by the American Institute of Homeopathy, but after manufacture such preparations will be regarded as intoxicating liquor and may not be sold, purchased, bartered, transported, imported, exported, delivered, furnished, possessed or used except as specifically authorized in these regulations.

Elixir Aromaticum (Elixir Aromatic).  
Elixir Glycyrrhizae (Elixir of Licorice).  
Spiritus Juniperi Compositus (Compound Spirits of Juniper).  
Tinctura Cardamoni Composita (Tincture Cardamon Compound).  
Tinctura Levendulae Composita (Compound Tincture of Lavender).  
Cordiale Rubi Fructus (Blackberry Cordial).  
Elixir Anisi (Elixir of Anise).  
Elixir Aromaticum Rubrum (Red Aromatic Elixir).  
Elixir Aurantii Amari (Elixir of Bitter Orange).  
Elixir Cardamoni Compositum (Compound Elixir of Cardamon).  
Elixir Taraxaci Compositum (Compound Elixir Taraxacum).  
Spiritus Myrciae Compositus (Compound Spirits of Myrcia).  
Tinctura Aromatica (Aromatic Tincture).  
Tinctura Caramels (Tincture Caramel).  
Vinum Aurantii Compositum (Compound Wine of Orange).  
Vinum Pruni Virginianae (Wine of Wild Cherry).  
Elixir Glycyrrhizae Aromaticum (Aromatic Elixir of Glycyrrhiza).  
Tinctura Amara (Bitter Tincture).

(c) The preparations fit for beverage purposes which are authorized to be manufactured as above may be used in the manufacture of other preparations compounded in accordance with formulae prescribed by the U. S. P., N. F., or the American Institute of Homeopathy, which preparations when manufactured are unfit for use for beverage purposes, or in the manufacture of patented, patent, proprietary or other medicines which are unfit for use for beverage purposes.

**Section 61.** Wholesale and retail druggists or pharmacists may medicate alcohol in accordance with any one of the seven formulae listed below:

1. Bichloride of mercury 1 part, alcohol 2,000 parts.
2. Bichloride of mercury 0.8 gram., hydrochloric acid 60 s.s., alcohol 64 c.c., water 300 c.c.
3. Bichloride of mercury 1½ grains, hydrochloric acid 2 drams, alcohol 4 ounces.
4. Formaldehyde 2 parts, glycerin 2 parts, alcohol 96 parts.
5. Carbolic acid 1 dram, tannic acid 1 dram, alcohol 1 pint, water 1 pint.
6. Alum ½ ounce, formaldehyde 2 drams, camphor 1 ounce, alcohol and water, each 1 pint.
7. Liquor cresolis comp. (U. S. P.), 10 c.c., alcohol 1,000 c.c.

(a) Wholesale druggists medicating alcohol as above may sell the same only to persons holding permits entitling them to procure the same, such as retail druggists or pharmacists, persons operating Turkish bath establishments, etc., upon receipt of permits to purchase, Form 1410, under the procedure outlined in Article VIII.

(b) Retail druggists or pharmacists may sell such medicated alcohol, in quantities not exceeding one pint, for other than internal use without physicians' prescriptions to persons who do not hold permits to sell or use intoxicating liquor or to purchase such medicated alcohol, without the necessity of receiving permit to purchase on Form 1410, provided that in each case the container of such medicated alcohol bears a "Poison" label.

(c) The sale of alcohol medicated in accordance with any one of the above formulae in quantities exceeding one pint is considered sufficient evidence to show that the vendor might reasonably deduce an intention that the vendee intended to use same for beverage purposes unless sold to a person who has obtained permit to procure same in larger quantities, and then only on receipt of permit to purchase as above provided.

(d) When sold as herein provided, no permit to purchase need be filed with the carrier as authority for delivering same.

**Section 62.** Alcohol may be used in the manufacture of antiseptic solutions and toilet preparations such as lotions, hair tonics, hair dressings, cologne and perfumes that contain no more alcohol than is necessary for extraction, solution or preservation and measure up to the standards prescribed and published by the Commissioner from time to time and are unfit for use for beverage purposes.

(a) In any case where antimony and potassium tartrate, commonly known as tartar emetic, is added to any toilet preparation in the proportion of 32 grains per gallon and the container of such preparation is labeled "for external use only," the same will be regarded as being unfit for use for beverage purposes.

(b) Bay rum, whether prepared according to the formula given in the National Formulary as spiritus myrciae or otherwise, unless treated by the addition of antimony and potassium tartrate in the proportion above indicated, and the containers thereof labeled as above provided, will be regarded as being fit for use for beverage purposes, and the use of intoxicating liquor in the manufacture thereof will not be permitted.

**Section 63.** Alcohol may be used in the manufacture of flavoring extracts and syrups provided such extracts and syrups contain no more alcohol than is necessary for extraction, solution and preservation and measure up to the standards prescribed and published by the Commissioner from time to time and are unfit for use as beverages or for intoxicating beverage purposes.

**Section 64.** All persons who desire to use intoxicating liquor in the manufacture of any of the preparations specified above must file application on Form 1404, in the manner outlined in Article III. Form 1404, Supplemental, must be attached to each copy of application for permit to use liquor in the manufacture or preparations which do not conform to formulae contained in the U. S. P., N. F., or

American Institute of Homeopathy. This does not apply to applications for permits to medicate alcohol according to formulae recited in Section 61.

(a) In filing application for permit as above, the applicant must set forth therein the exact kind of liquor which he desires to use, and the maximum quantity which will be on hand at any one time.

(b) If the applicant desires to manufacture medicinal preparations according to formulae prescribed by the U. S. P., N. F., or the American Institute of Homeopathy, which preparations when manufactured are unfit for use for beverage purposes, he should so state on Form 1404.

(c) If he desires to manufacture medicinal preparations according to formulae prescribed in the U. S. P., N. F., or the American Institute of Homeopathy, which are fit for use for beverage purposes, he should so indicate on Form 1404 but need not list the names of such preparations, and should state that the same will not be sold or furnished, except upon receipt of permits to purchase, Form 1410, from persons holding permits entitling them to procure the same.

(d) If the applicant desires to manufacture preparations for which formulae are not prescribed by the U. S. P., N. F., or American Institute of Homeopathy, he must list the name of each preparation on Form 1404, Supplemental, together with the name of the person for whom manufactured in cases where the same is not placed upon the market by the applicant, and must indicate opposite the name of each preparation the percentage of alcohol by volume in the finished product. An extended list or catalogue may be attached to the application where necessary. In addition, either or both of the forms of affidavit appended to Form 1404, Supplemental, must be executed by some one in the employ of the applicant having personal knowledge that the facts stated in the application are correct, and such person must state the capacity in which he is employed, such as chemist. The advertising matter distributed with the preparation and copies of the commercial labels that are placed on the containers thereof must also be filed with the application. All applications to use alcohol in the manufacture of such preparations unless the extract or flavor is used in the applicant's own manufacturing business, or is sold in a concentrated form or as a syrup and is intended for subsequent bottling or for soft drink or other manufacturing purposes, and is unfit for use as a beverage. All such formulae must show the percentage of alcohol in the finished product when it is placed on the market.

(e) If the applicant desires to use intoxicating liquor in compounding or refilling prescriptions for preparations which are unfit for use for beverage purposes according to the standards prescribed, and the quantity of any such preparation to be manufactured within any period of ninety days will not exceed five gallons, he should so state in his application, in which case he need not furnish the name of each preparation or the other data called for in this section. Whenever the quantity so manufactured exceeds the amount indicated it will be necessary that the application contain all the data required herein for preparations not manufactured according to the formulae prescribed by the U. S. P., N. F., or the American Institute of Homeopathy.

Section 65. If there is any doubt as to the non-beverage character of any preparation, the Commissioner may demand, at any time, the formula and proceeds by which the same is manufactured, and may require the manufacturer to submit, charges prepaid, a commercially labelled sample of such preparation of sufficient size for analysis, addressed to "Federal Prohibition Commissioner, Division of Technology, Washington, D. C." All formulae received by the Commissioner will be held in confidence. It is unlawful for any official to divulge or make known in any manner whatever, not approved by law, any information in his possession received in the discharge of his official duties.

Section 66. Where a permit has been granted by the Commissioner to use intoxicating liquor in the manufacture of any preparation mentioned in this Article, and the Commissioner finds, upon analysis of a sample of such preparation, that the same does not conform to the standard prescribed, he will give the manufacturer not less than fifteen days' notice to appear before an official designated in the notice to show cause why the preparation should not be classified as an intoxicating liquor. Upon the failure of the

manufacturer to satisfactorily show that the preparation in question is manufactured according to the standard prescribed, the Commissioner will revoke his permit to manufacture and sell the same. In such event, the manufacturer may have recourse to a court of equity for a review of the Commissioner's action.

Section 67. Preparations manufactured under authority of this Article may not be sold or used as beverages or for intoxicating beverage purposes, or under circumstances from which an intent on the part of the purchaser to use for such purposes might be reasonably deduced.

#### OTHER INFORMATION ON ALCOHOL LAW ENFORCEMENT

Commissioner Roper has sent a notice to prohibition directors, collectors and others in connection with the exportation of ethyl alcohol for non-beverage purposes explaining the regulations adopted.

While State authorities, when fatalities occur, will continue vigorously to prosecute for manslaughter and murder persons charged with selling wood alcohol for beverage purposes, additional legislation to safeguard the use of the poison will be recommended to Congress by Commissioner Roper. The form of the proposed legislation has not yet been defined but it is probable that it will be to place a tax on the manufacture and sale of wood alcohol, subjecting it to the restrictions which govern the manufacture and sale for non-beverage purposes of ethyl or grain alcohol, and requiring the holding of permits by all persons engaged in the traffic.

The Commissioner of Internal Revenue is advised by the Bureau's legal counsel that no provision is made in the internal revenue laws or in the National Prohibition Act regulating or affecting the manufacture, sale or distribution of wood alcohol, and that the Commissioner has no authority to regulate or restrict its use.

"It is obvious," says the opinion, "that wood alcohol or methyl alcohol is in no sense a liquor or beverage as described in the above acts, nor can it be considered a narcotic under the provisions of the Harrison Narcotic Act. It is well known to be a deadly poison, and should be regarded and treated as such. In most of the States, if not all, wood alcohol is recognized as a poison and stringent laws have been passed regulating its use and safeguarding the public from its abuse."

To this is added the statement that the matter has been taken up with the Bureau of Chemistry of the Department of Agriculture which states it has no effective control over the distribution of wood alcohol under the Pure Food and Drug Act, and that it would therefore seem that entirely new legislation is necessary if federal action is contemplated.

Commissioner Roper also is considering a suggestion from manufacturing chemists that all manufacturers and dealers in wood alcohol be required to place on the containers thereof a distinctive label, and to destroy all labels and literature containing the word "alcohol." "Woodbine, a poisonous compound" is suggested as a name for wood alcohol.

Persons legally permitted to have in their possession intoxicating liquors on and after January 17 must report within ten days from that date to the collector of internal revenue for the district in which they live or have their principal place of business the kind and amount of such liquor.

Forms for reporting the possession of liquor will be sent through the collectors' offices to all wholesale and retail liquor dealers, all persons holding permits to use or sell spirits or wines for non-beverage purposes, all distillers having spirits in their free warehouses, all hospitals and educational institutions which have obtained alcohol under Section 3297 of the Revised Statutes, all parties having in their possession wines intended for sacramental purposes, "as well as any other parties known or believed to have liquor in possession or storage."

Reports must be made in duplicate, one copy to be retained by the person making the report, and one to be forwarded to the collector of internal revenue. Within ten days after January 27, all such reports will be forwarded to the Prohibition Commissioner at Washington, together with the names and addresses of all persons to whom blank copies were sent and who have not completed and returned the forms. The collectors will indicate in each

case whether such persons are wholesale or retail liquor dealers, and whether they hold permits to sell or use spirits and wines for non-beverage purposes.

The National Prohibition Act does not require a report of liquors possessed in a private dwelling occupied as such, provided such liquors are for the use only of the occupant, his family and bona-fide guests. The term "private dwelling" is construed to include the room or rooms used and occupied, not transiently, but solely as a residence in an apartment house, hotel, or boarding house.

Distilled spirits in distillery bonded warehouses, general bonded warehouses and special bonded warehouses, wines held in bonded wineries and in bonded storerooms and liquors in customs bonded warehouses are not required to be reported.

Liquors required to be reported and not included in the inventory are subject to seizure. The National Prohibition Act provides heavy penalties for failure to make a report, or for making a false report.

On and after January 17, carriers transporting intoxicating liquors for non-beverage purposes will be required to obtain permits. The word "carrier" includes railroad trains, steamboats, express companies, truck companies and all businesses for the transportation and delivery of goods. In States where Federal prohibition directors have been appointed the permits will be issued by the directors. In States where Federal prohibition directors have not yet been appointed, the permits will be issued by collectors of internal revenue.

Regulations permitting wholesale liquor dealers to sell for non-beverage purposes their stock on hand, whether in bonded warehouses or in their immediate possession, have been adopted by the Bureau of Internal Revenue. A Treasury decision approved July 3, 1919, authorized wholesale and retail liquor dealers to sell to pharmacists holding permits "until their present supplies are exhausted." The regulations provided that "wholesale or retail liquor dealers who are not licensed druggists or pharmacists will not be permitted to qualify, after their present stocks are exhausted, to deal in either beverage or non-beverage spirits." The words "present supplies" and "present stocks" have been held to refer to floor stocks only, and wholesale and retail liquor dealers who were not licensed pharmacists or druggists have not been allowed to withdraw from bond distilled spirits or wines owned by them for non-beverage purposes. This provision is revoked as it applies to wholesale dealers. Such dealers may, during the continuance of war time prohibition and after January 16 qualify as dealers in non-beverage spirits or wines, in accordance with regulations contained in Treasury decisions 2940 and 2946, or subsequent regulations. After qualifying they may withdraw distilled spirits or wines from bond, or purchase them from other qualified dealers for sale to qualified dealers or users. Retail sales of intoxicating liquors for non-beverage purposes are restricted to licensed druggists and pharmacists as at present.

#### OTHER WASHINGTON NEWS.

WASHINGTON, D. C., January 20.—Members of the sub-committee of the Senate Finance Committee who have the Longworth dyestuff bill under advisement admit that they have not given very much thought to the subject of synthetic perfume materials contained in the bill. However, there has been no very great complaint against the tariff rates which are contained in the Longworth bill. The only complaints that have been made either by those interested in the perfumery or any other industry has been against the licensing feature of the Longworth bill.

It is understood here today that the members of the sub-committee have virtually agreed that they will not report out favorably to the Senate the licensing features of this bill because there seems to be so much opposition to such a proposition.

Quite unexpectedly Senator Watson, of Indiana, chairman of the sub-committee, announced late today that he would hold further hearings tomorrow on this dyestuff

legislation. No announcement was made as to who would appear before the committee.

While members of the sub-committee are desirous of getting as quick action on this legislation as possible it is believed that it will be some little time before a report is made to the Senate because there seems to be some disagreement among the members as to just what kind of legislation would be most suitable.

The Senate Finance Committee reopened its dyestuff hearings on January 12 for a brief time to hear arguments for and against the substitute for the licensing plan contained in the Longworth bill which was offered to the committee by Joseph H. Choate, Jr.

Among those who appeared before the committee were: George P. Sanford, president of the American Association of Woolen and Worsted Manufacturers; Col. John P. Wood, of the Pequana Mills Co., of Philadelphia; Herman A. Metz, of New York City; George Deming, representing the hosiery trade; P. R. MacKinney, of the New York Chemical and Color Co.; John J. Nevins, secretary of the American Association of Woolen and Worsted Manufacturers, and Frank R. Nixon, of New York. All of these witnesses appeared in opposition to the bill.

Because of the opposition which has been shown to the licensing feature of the Longworth Dyestuff bill in the Senate, the dyestuff interests of the country have offered a substitute which provides for control by the Tariff Commission and eliminates licensing.

#### WARNING AGAINST SPECULATION IN COMMODITIES.

The Federal Reserve Board has just issued an interesting announcement setting forth its views of speculation in commodities. The Board says:

Whatever may be thought of such undertakings in periods when abnormally low prices have developed because of inability to market commodities in the normal way, due to sudden disturbances of the transportation system or other like conditions, as was true at the opening of the European war, there is no ground for withholding of such commodities from sale when a shortage of practically all staples prevails throughout the world, and when the general level of prices everywhere is abnormally high. In such circumstances the use of bank credit for the purpose of carrying staples indefinitely in warehouses constitutes an unwarranted drain upon the general fund of credit. These observations apply to all products which have a broad market.

#### REPORT OF WAR INDUSTRIES BOARD.

B. M. Baruch, chairman of the War Industries Board, has just made a preliminary report relative to the activities of the Board. After giving full credit to all of the members and employees of the Board for their unselfish work during the war, Mr. Baruch makes recommendations for the creation of a peace time war industries board which could function immediately in case the United States should again become involved in war. The three chief points which he makes are as follows:

"First.—There should be created a peace-time skeleton organization based on the experience of the war-making agencies.

"Second.—Through a system of stimulation by a protective tariff, a bonus, an exemption from taxation for a limited period, licensing, or any other effective means, every possible effort should be made to develop production of manganese, chrome, tungsten, dyestuff, by-products of coal, and all such raw materials usually imported, but which can be produced in quantity in this country.

"Third.—Under the supervision of the proper departments of the Government some industries must be given encouragement to maintain a skeleton organization through which can be developed the rapid manufacture of guns, munitions, airplanes, etc. The expert personnel of the War and Navy Departments, in addition to keeping abreast of the times in new war-making agencies, should keep the industries of the Nation attuned in a skeleton form to meet immediately that enlarged demand which would come through war."



# A NEW THEORY OF ODOR AND SCENT\*

BY HANS HELLER

The theory critically discussed in this article is advanced by Heinrich Teudt, who tried to substitute it in numerous publications. How far he has been successful in his efforts cannot yet be judged, but H. Henning, probably the best informed contemporary authority on scents, rejects the new theory completely. I have come to the same conclusion, but a description of the elements of the theory nevertheless seems desirable and even necessary, because in my estimation it contains certain ideas which are capable of further development.

Every theory of odor has to explain the odor producing processes in the molecule, and also the phenomena in the olfactory organs, causing the sensation of scent. Teudt attempts both of these explanations by taking the old and now generally discarded standpoint, that the odor and scent phenomena are of an electrical nature. A plausible justification for the attempt to base the odor phenomena, which at first seem to be dependent upon matter, on electric elementary processes may be seen in the fact, that according to the researches of the last few years all phases of matter, all chemical conditions and changes, may be based on electric principles. However, since we know (or at least believe we know) that not only the chemical "affinity" is caused by electrical action, but also

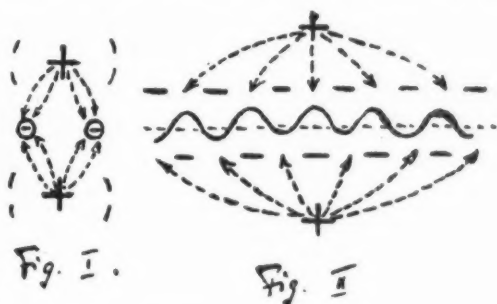
ready been advanced by J. Stark, who tried to demonstrate it on a much scantier basis than we have today. Figure 1 shows a molecule consisting of two atoms which is bound by two valence electrons.  $+$  indicates the positive nucleus,  $-$  the negative electron rings and  $=$  the valence electrons, which are linked with the nuclei by lines of force.

The electron rings shown in molecular vertical section in Fig. 1 naturally appear as straight lines, when unrolled in the paper plane (Fig. 2). Teudt assumes that in the molecular compound every electron of one atom is faced by a "positive point" of the other atom, that is by the point "at which the positive lines of force radiating from the nucleus" appear. In Fig. 2 the dotted line also shows the original course of the linked electrons. In their circular path the valence electrons are said to be attracted and repelled alternately, the negative electron rings exerting a repelling and the positive parts an attracting force. This action, Teudt claims, causes a constant deviation of the valence electrons and vibration which is indicated by the wavy line in the drawing.

It is not necessary to examine the theory of Teudt's atom model, which is open to serious objections, in a more detailed manner, although the purely formal possibility of his arrangement of electrons is of importance for our problem. Only the "vibrations" just mentioned interest us, because Teudt claims that they are the cause of the odor of chemical substances. A look at Fig. 2, however, suffices to make the origin of these vibrations or oscillations to be more precise, appear very mysterious. The valence electrons (see Fig. 1) are said to concentrate the force lines of both atoms upon themselves, and it is claimed that this linkage of an evidently electro-static nature causes the chemical combination. It is unintelligible how this linkage, that is the force fields between the valence electrons and the nuclei of the atoms can be constantly loosened, or even torn open completely without some exterior irritation of an electric, thermic or any other nature. That, however, is the hypothesis for Teudt's vibrations. Even if the lines of force not only emerge from the "poles" of the atoms, which are free from electrons, but also between the electron rings they necessarily pass to the valence electrons and keep the latter at least in a relative position of rest. The latter could only be disturbed by the appearance of new fields of force, but it remains a mystery whence these should come in the neutral molecule. The new force fields cannot be considered identical with the "positive lines of force" shown in Fig. 2, and it is nonsense to speak of them at all. A "line of force" is the expression of the relations between polar forces and must in itself logically be neutral.

Teudt believes to be able to explain the phenomena of odor satisfactorily with the very doubtful vibrations. If the origin of the odor were in the atom, he says, the latter would have to appear with the same odor in all of its combinations. With the same justification it might be argued, that the characteristic of any element cannot be those of its atoms, because in this case they would have to show in all combinations of the element.

In regard to the transmission of the odors Teudt sticks to the nonsensical and long ago refuted assertion that the odoriferous matter does not lose weight in the air, and that



that the atoms themselves are aggregations of electrons, that is electric elementary quanta, we may easily be tempted to identify the odor phenomena caused by material peculiarities with electrical forces. Further on it will be shown that this deduction is wrong, but Teudt believes to be able to verify it by the following considerations which form the basis of his theory. He starts from a model of the chemical atom or molecule fashioned after Bohr, Rutherford and others and claims, that each atom consists of an electrically positive nucleus, which cannot be defined more precisely, and that around this nucleus one or more negative electrons are grouped, according to the position of the element in the "Periodic System."

A number of so-called "valence electrons" of the outer sphere, he holds, are the carriers of the chemical valence, or the binding force for other atoms. A "union" of several atoms is accomplished in such a way that the lines of force pass from the nucleus of the atom to the valence electron, while other lines of force run to the nuclei of neighboring atoms, so that the valence electrons form the binding links in the molecule. The same theory has al-

\*From Deutsche Parfümerie-Zeitung, vol. 5, No. 22, Nov. 29, 1919, p. 237.



therefore the molecule is the carrier of the odor. Any further discussion of this assertion is useless. On the other hand, the odor is not transmitted after the manner of electric waves, because the latter are independent of the wind. Here Teudt offers the very strange "explanation" that the transmission is accomplished by the nitrogen and oxygen molecules of the air. According to his assertion the odoriferous matter transmits its odor oscillations to the mentioned molecules as they pass over it and the vibrations are widely spread within the oxygen molecules. This would mean that the odor is not a characteristic quality of the substances, but can be transmitted to otherwise odorless matter—certainly a very remarkable idea.

Support for this theory Teudt finds in the blindly adopted assertions of Zwaardemakers in regard to the diffusion velocity of odoriferous substances. In reality the diffusion velocity follows the Stefan law, which applies to all matter. Henning has exhaustively demonstrated, that evaporated odoriferous substances obey the general gas laws, but that is a self-evident fact. In spite of this Teudt maintains his assertion that the individual odoriferous matter is not necessary in a more or less large quantity to produce the sensation of odor, and that the induction of the surrounding air by the odor oscillations is sufficient.

This brings us to Teudt's theory of scent, that is of the processes in the olfactory organ and conversion of physical actions into physiological and psychological sensations. He claims that the vibrating molecules of the air, or the air particles affected by them, have an inducing effect on the olfactory nerves. Vibrations are also said to take place in the latter. When the odoriferous air passes through the olfactory channel the electrons vibrating in the nerves are irritated, it is claimed, and the increase of the frequency of nervous vibrations caused by this resonance action make themselves felt as scent in the olfactory organ. This theory is supported solely by the assertion that the air current does not come into direct contact with the nerves and an experiment of Aronsohn, who claims to have created scent sensations with the aid of an electric current in an indifferent fluid introduced into the nose.

The alleged "facts" cited in support of the theory are false in themselves. The odoriferous air particles do act upon the nerves directly, because they come into contact with the olfactory mucous membrane, in which the ends of the nerves are imbedded. In this manner, after a diffusive process, the odoriferous molecules may exert a direct influence upon the neuron. The action is undoubtedly of a chemical nature and the odoriferous molecule undergoes a change of some kind. Otherwise, if the odoriferous molecule remained uninjured during the olfactory process, as Teudt believes, the scent would also have to be felt when the air is exhaled. The induction and resonance action of the air at the time of exhalation are certainly the same as before.

Aronsohn's experiment has been refuted or proved faulty in the mode of procedure by so many authorities, that it no longer can be taken seriously. All scent experts unanimously deny any connection between electricity and scent. But even if such a connection should actually exist Teudt would not be able to explain the transformation of the molecular vibration of electrons into a physiological irritation. For this the physical ether would evidently be needed as a carrier, because he claims that the odoriferous molecules do not come into contact with the nerves. He actually speaks of a similarity between scent and the phenomenon

of light caused by electro-magnetic vibrations. This leaves it unintelligent, however, why scent is not transmitted in the same manner as light, and why the strange theory of odoriferous infection of the air molecules has to be advanced. Teudt evidently does not take into consideration that the transmission of irritation in the nerves cannot be of an electrical nature for good reasons.

In conclusion it must be pointed out that Teudt not only ignores the physics, chemistry and physiology of the odor and scent phenomena, but that his psychological treatment of the problems is likewise entirely unsatisfactory. Not too much weight should be placed on this fact, however, because Henning was the first scientist who took up the scent problem in the full armour of critical psychology, and his theory of method still awaits general application. At any rate, Teudt would have been a little more careful in his explanation of so-called "scent compensation," if he had taken the trouble to follow the investigations of Henning.

As a whole Teudt's theory at first dazzles by its seemingly practical foundation, but it cannot withstand a critical examination of which only a few samples are given here. The theory believes to explain much, but does not permit the slightest prediction and has to be rejected in all its deductions. In spite of this it contains some ideas which are capable of further development and may be discussed on a later occasion.

#### POWDER PAPER.

Powder paper was produced until recently by running paper rolls over a cylinder which was saturated from a special tank with a powder mixture diluted with water. From the cylinder the powder was transferred to the paper. Sometimes the powder mixture also was applied to the paper with the aid of a brush or a like instrument. Both methods required great tensile strength of the paper.

A new working method by A. Stapler (German patent No. 313,178) is based on the use of a sprayer, which makes it possible to apply the powder mixture to thin paper, for instance veil-like Japan paper. Strong kinds of paper which often scratch the sensitive skin can therefore be avoided.

For the powder mixture the following recipe is used:

10 g prepared chalk,  
10 g zinc oxide,  
30 g kaolin,  
50 g talcum  
1 g dextrin.

These are mixed with water, perfume and coloring and stirred, until a homogenous mass is obtained. Instead of water milk may be used for preparation of the mixture.

For the application of the powder the paper is placed on a solid support and for the rest any one of the known sprayers may be used. Short drying in the air is sufficient to make the paper ready for use. It is then cut into sheets of the desired sizes, and packed.—*Deutsche Parfumerie-Zeitung*, col. 5, Nr. 15, August 10, 1919.

#### Essential Oil Chemist's Best Friend.

(From Andrew B. Farago, Essential Oil Chemist, with the testing and research laboratory of the National Aniline and Chemical Co., New York.)

Enclosed find check for \$2 for the renewal of my subscription for THE AMERICAN PERFUMER. Allow me to take this opportunity to express my sincerest congratulations for the valuable work you are accomplishing with this publication. I find THE PERFUMER to be unlike other trade journals, in that it is truly a scientific magazine, without being filled with dry technical matter; its statements and communications are authoritative, and at the same time it contains the up-to-date news which is of invaluable use to the essential oil man. I take pleasure in renewing my subscription for the best friend of the essential oil chemist.

## ROLLING MASSAGE CREAMS

By Dr. F. A. MARSEK

While we ascribe the origination of cold creams to science of ancient days, we find the so-called Rolling Massage Cream to be one of the modern additions to the rapidly growing number of varieties of cosmetic preparations.

The story goes that because grandmother was in the habit of using in her early days buttermilk for beautifying her complexion—in these days one could still afford to do such things—someone thought, suspecting that it cannot be the water of the milk that works the wonders, that there must be something else in it which represents the means of helping nature along in the way the feminine world desires. This thought apparently has brought about attempts to separate this valuable constituent and utilize it in the form of an up-to-date and convenient-to-use cosmetic. This constituent is the casein of the cow's milk, which when made into a cream, is claimed to possess the properties which grandmother admired in the buttermilk.

This "history" of rolling massage cream and explanation for bringing about its origination sounds fairly reasonable, but whether it is fact or fiction, I am not able to tell.

The rolling massage creams which we find on the market to-day are of two varieties. Firstly, those made from casein, according to above history the original preparation, and secondly such as have starch as a base. The latter we may justly call a less expensive *imitation* of the casein cream.

The first step in the production of the original type of this cream is the separation of casein from the milk. Although casein is a product which may be found on the market in the form of a powder it is usually prepared in the laboratory of the cosmetic manufacturer rather than bought.

A more detailed description of casein and the process of its production will be given in a later part of this article. However, it may be well for the better understanding to give here a brief idea about its separation.

Casein is the principal albuminoid constituent of cow's milk and is precipitated from it by means of acids or acid salts. To render the casein resulting from such precipitation suitable for use as a basic material for a skin cream, certain precautions must be taken in the process of precipitation, such as sufficient dilution of the milk and the careful observation of a certain temperature, as otherwise a casein too granular for our purpose would be produced. Furthermore it is necessary to wash the freshly precipitated casein thoroughly and to use it as fresh as possible.

The casein, after being washed, is freed from excessive water by means of pressing it in a bag of cheesecloth and should be used as a cream base when still in moist condition.

One of the principal operations in the production of a cream which shall answer the requirements is then to rub the casein in a mortar, or, if a large quantity is made, in a mill long enough to produce a perfectly smooth product.

Thus the base of the cream is produced and with this the most difficult part of the work is done.

The formation of a marketable cream from this casein is now only a matter of mechanical operation. Due to the

fact that the casein will lose on exposure its contents of water and thus its pasty consistency it is of advantage to incorporate a little cocoa butter, or glycerine may be used in its place. Either one of the two or both are incorporated in the cream by means of rubbing it up well with the casein in a mortar or, if a larger quantity is made, in a mill. The quantity of the glycerine to be incorporated is dependent upon the percentage of moisture in the casein. It is evident that the tendency of the cream to dry out will be in proportion to the amount of glycerine incorporated; that is, the more glycerine, the less the shrinkage of the cream on exposure. It is not advisable to use mineral oil or other oils in place of the glycerine as then the cream would appear too greasy.

Although such a cream can be made in a large mortar, for a large quantity a suitable mixing apparatus as well as an ointment mill are indispensable. It would take an enormous amount of time to produce such a cream commercially in a mortar, as only a small portion at a time could be worked up and then the cream would not be of uniform consistency.

A further requirement for casein creams is the incorporation of a suitable preservative. In selecting this ingredient it is necessary to bear in mind that casein is soluble in solutions, of alkalies, alkaline carbonates, borax, etc.; therefore, such products cannot be used. The most suitable preservatives are boric acid, formaldehyde, sodium benzoate, salicylic acid. Also mercury bichloride may be employed in very dilute form. It may appear at the moment that this latter chemical would be injurious to the skin, which, however, is not the case in the proportion it would have to be incorporated to serve effectively as a preservative. If boric acid is employed, it may be dissolved in the glycerine, salicylic acid is used in alcoholic solution and the others in aqueous solutions, while the formaldehyde is employed in its 40 per cent solution as we find it on the market.

Due to the fact that it is impossible or at least very difficult to make such a cream to be of attractive white color it has become customary to color these types of creams. The most suitable and ordinarily used coloration is a pink shade. The coloring matter to be employed to produce this shade is eosine, rhodamin or any water soluble aniline color. Carmine is probably the least suitable coloring matter as it can only be used in solution in ammonia and undiluted, if it shall have the desirable coloring strength, but as ammonia solution is at the same time a solvent for casein it will be well to avoid its use, even if the small quantity which would have to be used is not likely to dissolve any great amount of the casein.

The other variety of rolling massage creams, previously spoken of as imitation of the above described casein cream is that made from starch. In this preparation a paste made from cornstarch and water is used to form the base in place of the casein. To produce such a starch paste of the proper consistency is no doubt the most difficult part in the manufacture of such a cream, especially if a large quantity is to be produced, for it requires quite a good deal of skill to regulate the stiffening of the paste so it will be uniform.

The ingredients of this type of cream are in general the same as those employed in the manufacture of the

casein cream, but of course with the exception already indicated that starch is substituted for the casein. A small amount of cocoa butter renders the cream less apt to dry out and so does the addition of some glycerine. A further addition, suitable for both types, the casein as well as the starch cream, is a little of an ordinary vanishing cream. This addition also has the advantage of preventing the cream to a certain extent from drying out too quickly, besides helping to make the cream more smooth without interfering with the principal requirement of rolling massage creams to be entirely greaseless.

The procedure of manufacture of a starch paste massage cream involves two processes. Firstly, the production of the starch paste; and secondly, the incorporation of the other ingredients and the milling. The corn starch to be used, the necessary quantity of which has to be ascertained very carefully, is mixed first with the desired amount of cold water. Then the coloring matter has to be added, as if the color is added after the paste is made, a uniform shade can hardly be expected to result. Besides, the color, which in this case, of course, would have to be incorporated in solution, would without fail separate out again on standing.

After the starch is well mixed with the water and the color added, careful heating of the mixture can commence. Direct fire is absolutely unsuitable for the purpose, a water bath being necessary, or, if too large a quantity of paste should be prepared at a time, steam may be used. However, this latter method will require much more care and good results are not as certain, as live steam will heat and harden those parts of the paste nearest to the kettle-wall quicker than ordinary means of agitation can remove and replace them. The principal requirement during the application of the heat is the thorough agitation of the starch and water mixture so that the paste will form uniformly. There is no time limit to be given as to how long the heat has to be continued, and yet this is the most important part of the entire process. The limit is entirely dependent upon the quantity of paste to be made, as well as upon the temperature employed. The lower this temperature, that is the slower the heating takes place, the longer, of course, it will take, but the better results will be obtained. It is left entirely to the skill and experience of the operator to determine the proper moment when to cease the application of heat. If insufficiently heated the water will separate out within a short time, while, if overheated, the cream will be too stiff and spongy, and furthermore will roll off too quickly.

After the paste has become of the right consistency, part of it is taken and the previously melted cocoa butter and eventually the vanishing cream, the two latter ones mixed together, are well rubbed up with it in a mortar until perfectly smooth. Then this mixture is added gradually to the rest of the starch paste, after which the whole is transferred into a mixing machine, a pony mixer being very suitable for the purpose, and the preservative added. Now the cream is mixed until nearly cool, when the perfume is added. When this is well mixed in, the whole is run through an ointment mill to assure perfect smoothness.

Both creams, the casein as well as the starch cream, require perfectly tight containers, as otherwise the cream will dry out and crack. It is a good idea to place a sheet of tinfoil over the neck of the jar before the cover is put on as this will close the jar more tightly than the cover would, or else the jar may be paraffined.

As to the merits of rolling massage creams we may say that their therapeutic value is not any too great. Here again the same is true, as has been said previously of greasy massage creams, that the massage in itself is the thing that benefits the skin more than the cream. As a massage medium this cream is as good as any other that avoids irritation of the skin. The benefit that the cream itself gives to the skin is very slight, as neither the casein, or the starch, although temporarily taken up, is absorbed from the skin. It rolls off as soon as the moisture of the cream is given up. Whatever remains in the pores of the skin is undesirable matter, as it will stop up the pores and prevent the respiration of the skin. Practically the only advantage this cream has is that it makes an excellent cleanser. The casein or starch respectively enters the pores of the skin to a slight extent and when after a short while it rolls off it removes the dirt and dust accumulated in the pores. In this respect the value of rolling massage creams is not to be underestimated.

As to the comparative value of the casein and the starch cream we may say that they are nearly equal in their properties. Taking this into consideration the preference would have to be given to the starch cream, first because it is far less expensive to produce; second, it gives a much smoother cream, and last but not least, milk is in these days too valuable a food product to be used for cosmetic purposes, if a substitute is obtainable which renders the same service to the consumer and better service to the manufacturer.

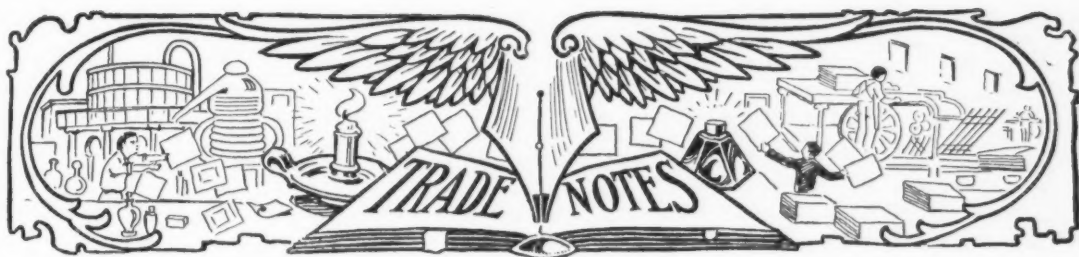
(To be continued.)

#### GERANIOL AND CITRONELLOL.

In an article on these two aromatic alcohols in *La Parfumerie Moderne* it is pointed out that the German manufacturers claimed to be making these substances by methods which they had discovered, but which have since been found out to be those of the French chemists Flatau and Labbé, discovered 20 years ago. The principal method of separating these two alcohols, which are very frequently found in association, is as follows: The essential oil which contains them is first saponified, so as to ensure that the alcohols are all in the free state, and then fractionally distilled in vacuo. The fraction distilling between 120 deg. and 140 deg. at 30 mm. pressure is heated with its own weight of phthalic anhydride and its own volume of benzene. The mixture is then dissolved in a solution of sodium carbonate, and well shaken with ether, and the aqueous solution, which contains the esters of both alcohols with phthalic acid, is then decomposed with hydrochloric acid, which sets the phthalic esters free. These are extracted with petroleum ether and the solution cooled to -5 deg. Under these conditions geranyl acid phthate should separate out in the crystalline condition, whilst the corresponding citronellol compound remains in solution. By saponification with a solution of caustic alkali the respective alcohols are set free from their esters in a pure condition. It is stated that this method was adversely criticized by certain German chemists, was nevertheless boomed for commercial purposes, and claimed to be a German discovery. The pure geranyl acid phthate melts at 47 deg., and its silver salt at 133.8 deg. It yields a tetrabromo compound by treatment with bromine, which melts at 111 deg. to 115 deg. The three compounds are quite sufficient to characterize pure geraniol.

#### Demand for Toilet Articles in Hawaii.

According to the statement of an American business man traveling in the Orient, there is a very great demand in Hawaii for all kinds of toilet articles, such as soaps, perfumes, and cosmetics. There is considerable preference shown for hair tonics having a slightly greasy effect.



Purchase of the Seattle Soap Company's plant at 2529 Ninth avenue South by the Western Soap Company of Spokane, Wash., is announced by William J. Bernard, general manager of the Seattle company, who says the new owners will develop the plant into the largest of the kind in the Northwest. The Western Soap Co. is capitalized at \$500,000. The head office is in Spokane.

Mr. R. Osgood Wells, manager of the purchase and import department of American Aniline Products, Inc., 80 Fifth avenue, New York, (works at Nyack, N. Y.), sailed January 24 on the *Cretic* for England, France, Switzerland, Italy and Spain. Mr. Wells made this connection January 1, having been, for several years before, assistant manager of the special products department of the National Aniline & Chemical Co. He brings to his new work a wealth of valuable experience and his high personal standing in the industry will assure him excellent opportunities.



R. OSGOOD WELLS.

The department as now organized handles essential oils, synthetics, gums, etc., but will be considerably extended on Mr. Wells' return three months hence.

As a result of the resignation of Mr. H. C. Wright from the office of the Appraiser of the Port of New York, where he was in charge as chief examiner of essential oils, perfumes and toilet preparations, etc., the following changes have been made:

Mr. L. C. Bowen will be chief examiner for essential oils, optical goods, and scientific apparatus. He was formerly in charge of drugs and chemicals, with which he will continue to handle in connection with the essential oils, etc.

Mr. A. M. McWard will be chief examiner of perfumes and toilet preparations, with which he will handle brushes and drug sundries that have been in his charge for some time.

Mr. S. Umensaetter, Western representative of L. A. Van Dyk, New York, will leave Chicago for a Coast trip January 25. He will be away three months.

Mr. R. B. Magnus, of Magnus, Mabey & Reynard, Inc., New York, is now covering the Metropolitan district for the company.

A special meeting of the executive board of the Manufacturing Perfumers' Association was held at the Hotel Biltmore January 6, President A. M. Spiehler, of Rochester, presiding. The others in attendance were Gilbert Colgate, D. H. McConnell, W. L. Schultz, V. Vivaudou, C. M. Baker, E. Sefton, W. A. Bradley and W. L. Crounse, Washington representative.

Considerable routine business was disposed of and much attention was given to the situation as affected by prohibition legislation.

The date for holding the twenty-sixth annual convention was fixed on April 6, 7 and 8, at the Hotel Biltmore, New York. The convention committee which will provide for the addresses at the business sessions, and for the usual entertaining features, including theater party and banquet, is actively at work and will soon have a preliminary report to make. Mr. William H. Green, 469 Fifth avenue, New York, the well-known supply representative, is chairman of the committee.

Mr. H. W. Galley has announced the formation of the Henry W. Galley Co., with temporary offices in the Union Building, Cleveland, to handle chemicals, vegetable oils, and raw materials for the paint, soap and rubber trades. Mr. Galley was formerly Cleveland manager of Spencer Kellogg & Sons, Inc., and has been with Sherwin-Williams and the Marden Orth and Hastings Corporation.

The Executive Committee of the new club recently projected by leading drug and chemical interests of New York City has been formed. The committee is as follows: A. A. Wassercheid, Mallinckrodt Chemical Works; F. J. McDonough, McKesson & Robbins; Charles L. Huisking, Chas. L. Huisking, Inc.; P. C. Magnus, Magnus, Mabey & Reynard; Carl Vietor, Rockhill & Vietor; Theo. Rautenkrantz; J. Cody, Hoffman-LaRoche; J. W. Lyon and Mr. Byrnes. The committee in charge of perfecting plans for the new club will probably hold its formal meeting on Saturday, January 31. Mr. George P. Huisking is chairman pro-tem of the organization.

Mr. and Mrs. Warren E. Burns, of this city, left on January 18 for their winter place in Florida, near Tarpon Springs. Mrs. Burns will stay there two months. Mr. Burns will remain a short time, then come back to New York and return south for the rest of the season. Hunting and fishing is good in the vicinity and will be enjoyed by the visitors. Mr. Burns is vice president of the Compagnie Morana.

The New York offices of Mr. William H. Green, the Tin Decorating Co., Addison Lithographing Co. and the Alderman Fairchild Co. have been moved to 469 Fifth avenue. Telephone, Vanderbilt 3914.



New Year's calendars and holiday greetings have been more numerous in the season just ended than in the last few years, due to the end of the war and the impetus given to business and to the social side of life. Furthest to travel to us is the "Happy New Year" message from the Maruzen Co., Ltd., Tokio, Japan.

From Th. Muhlethaler, Nyon, Switzerland, comes a most cheerful Christmas and New Year message, expressing not only the compliments of the season, but voicing the belief that 1920 will strengthen our friendly relations.

Chemical Works Flora, Dubendorf-Zurich, Switzerland, also sends best of wishes for the New Year.

Most cordial greetings come from the house of Bertrand Freres, Grasse.

Prosperous new year wishes also come Bruno Court, Grasse, France, and from Chuit Naef & Co., M. Naef & Co., successors, Geneva, Switzerland.

Roure Bertrand Fils and Justin Dupont convey hearty greetings for the holiday season and the new year on an artistic card, illustrated with an appropriate design in which the American eagle predominates. Edwin H. Burr, American manager, and George Silver forward personal greetings of the season.

Canada is represented by the Royal Crown Soaps, Ltd., of Winnipeg, with best wishes for a bright New Year.

The assortment of wall calendars received is varied, useful and attractive. One of the finest is from the Florasynth Laboratories, Inc., manufacturing chemists, New York, illustrating "A Love Divine" in rich coloring. Another work of art is the offering of Gomez & Sloan, Inc., vanilla beans and chicle, New York, which reproduces the famous painting by Thomas Moran, entitled "Woodland Peace," this being one of his masterpieces.

Emerald Toilet Co., Minneapolis, Minn., ornaments its calendar with "A Wee Little Bit of the Emerald Isle," being the picture of a beautiful colleen.

Wheeling Stamping Co., Wheeling, W. Va., illustrates its calendar with a good-sized photo-color reproduction of Prof. H. H. Bagg's oil painting, "Snow-Capped Tetons."

Thomas Henderson & Co., Inc., caramel color, New York, contribute an extremely artistic offering in the shape of a calendar bearing the lifelike likeness of a handsome young lady.

John D. Lawson, essential oils, 14 Cliff Street, New York, sends us a fine wall calendar, picturing "The Sentinel" of the Indian race guarding his native heath. It is from the original painting of Fletcher C. Ransom.

To Whittaker, Clark & Daniels, Inc., importers, exporters and dealers in talc, etc., New York City, we are indebted for a fine, large wall calendar.

Another large-sized calendar is from the Horine & Bowey Co., caramel color manufacturers, Chicago.

Other wall calendars are from the American branch of Roure-Bertrand Fils, New York; the Frank Z. Woods Co., Chicago; W. R. Warner & Co., Inc., manufacturing pharmacists, Philadelphia; Isaac Goldman Co., New York; the Seven Oils Co., Inc., Boston, and Romola Parfumerie, The Chowdury, Chicago and Calcutta.

Among the desk calendars is a very useful one from Rockhill & Vietor, New York.

Fritzsche Brothers, of New York, in their attractive "1920 Greetings," extend their best wishes for a most prosperous and happy New Year.

V. Vivaudou and C. L. Nelson join in good wishes.

Fine sentiments of the New Year are given on pretty cards from W. D. Henderson, George V. Gross & Co., L. A. Van Dyk, Perre Lemoine Cie, Inc., Compagnie Morana, R. G. Callmeyer, Oscar B. Spiehler, Edwin T. Booth and William Mennen. George V. Gross personally sends his season's best wishes from far away Marseilles, France.

Friendly greetings also come from Max Isermann, the A. Smack Co. and the Edward T. Beiser Co., Inc. George F. Stanley also contributes a dainty card. A. M. Spiehler, president of the Manufacturing Perfumers' Association, wishes 1920 may yield new treasures.

Among others these came next: Northam Warren Corporation, Tin Decorating Co., Baltimore; United Laboratories of Boone, Iowa; Charles A. Tome, Bond Mfg. Co., Wilmington, Del.; Owens Bottle Co., Toledo; John T. Hoyle, Carnegie Tech., Pittsburgh; Peerless Tube Co., Bloomfield.

From Chicago John Blocki again leads the list, these and others also sending good wishes: Mr. and Mrs. Charles A. Rindell, H. Bartold, F. K. Woodworth, Thomas E. Lannen and A. G. Spilker.

Some more fine cards: Dr. E. G. Thomssen, Dr. F. A. Marsek, Arthur E. Claus, Mr. and Mrs. Henri Picard, Will C. French, Mr. and Mrs. William S. Addison, C. C. E. Whiteley, S. A. de Vries, J. Leon Lascoff, Dr. and Mrs. H. C. Podall, Eugene J. Alexandre, Mr. and Mrs. Frederik Christ, Mr. and Mrs. William Orem and Fred C. Strype.

Mr. Schuyler L. Parsons was admitted as a partner of Parsons & Petit, 63 Beaver street, New York, on January 1. Mr. Parsons is a son of the late Schuyler L. Parsons, who was senior member up to the time of his death on November 4, 1917. The new partner saw service in France and was with the American Ambulance Service in 1917.

Site for what is reported to be one of the largest and most expensive electric signs in the world has been contracted for by the Sunbeam Chemical Co., manufacturer of Rit Dye Soap, of Chicago. The sign is to be located at Broadway and Forty-seventh street, New York City, and the cost of the sign and its operation is said to be \$7,500 a month.

Notice has been given by Seaman Miller, referee in bankruptcy, that there will be a meeting of the creditors of Madero Brothers, Inc., on January 27, at two o'clock, at 2 Rector street, for the purpose of considering a proposed compromise of a controversy between the trustee herein and the Equitable Trust Co. of New York, and for the transaction of such other business as may properly come before the meeting.

Mr. Clifford McLarty, a director of T. E. O'Reilly, Ltd., Toronto and Montreal, was a recent visitor to New York. The company, of which Mr. T. E. O'Reilly is the head, represents a number of American concerns supplying heavy and fine chemicals, and will add an essential oil, synthetic, color, etc., department.



Mr. J. L. Hopkins, president and founder of the crude drug house of J. L. Hopkins & Co., 100 William street, New York, was tendered a luncheon by the heads of the twenty-one different departments, sales and manufacturing, in honor of his thirtieth anniversary as a crude drug merchant. The event was a surprise to Mr. Hopkins, and so well were the arrangements handled that he had no inkling of what was to occur. Mr. Hopkins was deeply touched by this expression of loyalty and affection shown by his employees.

A retrospective address was delivered by Mr. A. U. Andrus, treasurer of the organization, covering the business career of Mr. Hopkins. Mr. Andrus told of the early struggles of Mr. Hopkins and his overcoming almost insurmountable obstacles—his steadfastness of character and his generosity. He paid tribute to his genial executive ability which brought into each employee's work the desire to work hand in hand with their chief. As a



MR. J. L. HOPKINS.

memento Mr. Hopkins was presented with a handsome traveling set.

A toast printed on the menu card aptly expressed the sentiment of the occasion:

"To have set a mark for accomplishment,  
To have lived to have seen its fulfillment,  
To have served his fellow men, and  
To have been unselfish withal,  
Is the achievement of our guest.

Here's long life and happiness to you!"—J. L.

The luncheon took place at the Drug and Chemical Club, of which Mr. Hopkins is a member. Mr. B. J. Gogarty, of the metropolitan sales staff, acted as toastmaster, opening with this clever discourse:

"Thirty years ago a young man arrived in New York, with a concrete ambition and a vision of great things to be accomplished. With plenty of 'pep' and 'ginger,' 'eye-bright,' and a brain that bore 'Solomon's Seal' as a foundation, he proceeded to build the House of Hopkins—

a house as sturdy as the 'white oak' and that has weathered many storms in the last thirty years.

"Thus the 'Colombo' of the crude drug business came to New York, the pioneer in the merchandising of 'standardized crude drugs'. The path he chose was by no means strewn with 'rose leaves.' He had to fight his way through the 'bamboo briar,' and 'night blooming cactus' of unfair tactics that every progressive business man must overcome. There probably was in those days, as there is today, some 'saffron' hued 'barberry-ans' who laid in wait in the dark corners for an opportunity to 'mace' him.

"The fight meant an existence on 'honey' and 'St. John's bread' and there probably was many a 'cramp' in what was then a 'shepherd's purse.'

"He kept his hand on the 'puls' (or) tilla' of his business and the knowledge that he was right and the unshaken faith in his ideals were as 'balm of gilead' to his wounds, and guided him to the port of success.

"He burned 'frankincense and myrrh' at the altar of business and never lost sight of the 'gold threat' of opportunity.

"It was probably 'wormwood' and 'gall' to some when the fact was realized that he was a 'cumin' factor in the crude drug business.

"The House of Hopkins today is the 'flower of his passion.' His reward is the 'golden seal' of many years of loyal and well merited patronage.

"We all wish him peace, happiness, good health and continued prosperity for 'life everlasting.'"

In replying to the various addresses, Mr. Hopkins reviewed a few incidents of his life and pointed out the policy of the firm towards its employees, which was one of interest and benefit, with a full share for everyone. He expressed his heartfelt thanks for their loyalty and support and called for a continuance of the co-operation which existed within the firm. A very interesting part of Mr. Hopkins' talk follows:

"The only sad part of it is, I am 30 years older, but to grow old and never know it, is to achieve the greatest possible success in life, next to growing old and never knowing your friends suspect it."

The favors formed a feature of the occasion, each one representing some characteristic of the recipient. Those present aside from Mr. Hopkins were: A. U. Andrus, treasurer; Lewis Theis, R. C. Brown, William Cross, Walter Brown, Frank Healy, John C. Trainor, Peter C. Cahill, J. H. A. Fink (export department), John Powell, D. C. Beach, W. E. Stiles, Henry Fetterall, Frank Faust, Patsy Colozza, B. J. Gogarty, E. B. Hubbard, Richard Prentiss, Frank Lewis, and S. B. Archer.

Among the new advertisers in this issue is Mr. George G. Rodgers, Springfield, Ohio, manufacturer of a line of apparatus of much interest to manufacturers of toilet preparations, including powder box fillers, cream mixing and filling apparatus, tube filling and closing machines, etc. The initial advertisement on page 55 is devoted to the No. 9 face powder box filler, one of which was recently installed in a well known New York plant where it was inspected while in operation by a number of interested local manufacturers.

Mr. Rodgers is a man of wide experience in building special machinery and has a delightful personality.

Dr. Charles Pfaff, of Chicago, Mid-west representative for Van Dyk & Co., New York, was a recent visitor to the city. He is kept busy in Illinois, Wisconsin, Indiana and parts of Michigan and Minnesota. He is an enthusiastic member of the Old Colony Club.

The first anniversary of Mr. Frank Z. Woods, doing business under the name of Frank Z. Woods Co., was celebrated by a banquet in the firm's new commodious quarters, on the second floor of the Great Lakes Bldg., 180 North Market street, Chicago, Ill. A delightful dinner was served and several recitations were heard from one of the new salesmen, Mr. A. E. Wiseloge, after which all danced. Before the party broke up, Christmas presents were given to all, as well as a liberal bonus.

The following representatives of the firm were present at the first annual "get-together": Mr. Frank Z. Woods, Mr. C. Morgan, manager chemical department; Mrs. A. Tosh, manager hospital supply department; Miss F. Shapiro, Miss E. Larson, Miss L. Dullere, Miss M. Dayton, Mrs. F. Wolfe, Mr. W. J. Mitchell, Mr. A. C. Drury, Mr. A. E. Wiseloge, Mr. H. Spoehr, Mr. F. Turner and Mr. S. Raymond.

This firm's aggressiveness is too well known to need any further mention. It now is representing the following: Rockhill & Vietor, New York; Allaire, Woodward & Co., Peoria; Emery Candle Co., Cincinnati; Nurnberg Thermometer Co., New York; R. W. Greeff & Co., Inc., New York; Gould Witch Hazel Co., Lookout Bleaching Co., Seydel Mfg. Co., Tartar Chemical Wks., B. & W. Co., Federal Products Co., Cincinnati.

The recent addition of two new motor trucks enables the firm to carry out its slogan, "Woods' Service Saves."

Mr. F. W. Heine, of Compagnie Duval, New York, writes from Monaco, under a December date, that he is at this famous resort for a day after getting through with his business in Grasse, France. He expresses satisfaction with the result of his mission to the garden of flowers.

Lockwood, Brackett & Co., large dealers in castile soap and olive oil, have moved into their new six-story building at 222 State street, Boston, Mass. The company has a big sales force and recently opened a New York office in the Bush Building, 130 West 42d street.

The Stanley Manufacturing Co., of Dayton, Ohio, is building a considerable addition to its factory which will give it more than double its present facilities. The company's business has had a remarkable growth and it will now be in a better position than ever to give service to perfumery manufacturers who use the Stanley embossed metal seals.

Mrs. Loretta Roeder has succeeded Miss E. Martin as buyer for the toilet goods department of the Alms & Doepke Co., Cincinnati, Ohio.

The American Business Corporation has acquired the exclusive selling rights to the product of the Frank A. Steele Co., soap manufacturers, of Alexandria, Va. This company has closed contracts with the Smet Solvay Co., manufacturers of soda ash and other bi-products, to supply the company with certain essential ingredients on advantageous terms over a long period. Operations of

the American Business Corporation cover a broad field, including its ownership of the United States Chain Stores Co., Inc., the Sona Tone Phonograph Co., etc. The corporation was formed recently by a group of banking interests in which R. J. McClelland & Co. are prominently identified.

The Federal Trade Commission has cited the Sunbeam Chemical Co., Inc., Chicago, Ill., a corporation engaged in the manufacture and sale of dye soaps, in a formal complaint alleging unfair methods of competition. The respondent has forty days in which to file answer. The complaint alleges that the respondent has instituted suits for unfair competition against competitors and has widely circulated among the trade and among advertising mediums, notices of such suits accompanied by alleged false representations that as a result of these suits injunctions have been obtained against its competitors, the effect of which has been to intimidate its competitors' customers and induce them to refuse to deal in the dye soaps of competitors and has caused publishers of magazines and periodicals to refuse to accept competitors' advertising and to cancel contracts already entered into for the publication of such advertising.

Two cases of great importance to all industries afflicted with the graft evil have been decided in Tennessee. The Warren Soap Manufacturing Co., of Boston, Mass., together with a number of its officers, was indicted and charged with a conspiracy to violate the postal laws prohibiting the use of the mails in furtherance of a scheme to defraud. The underlying theory was that an arrangement to pay graft is a scheme to defraud the employer, and that the use of the mails in furtherance of such a scheme is unlawful. A nolle prosequi was entered against three of the defendants. All the rest pleaded guilty. The company paid a substantial fine, as did also each of the individual defendants. In addition, the employees of the injured customer were sentenced to three months in jail. This case was tried in the Federal courts in the Eastern District of Tennessee.

Subsequently, the injured customer, the Cleveland Woolen Mills, sued W. H. Durkee, their former superintendent (one of the defendants in the criminal proceeding), and got a decree for \$16,000 odd, as commissions received by him, and in addition, a further decree for some \$53,000, against which the Cleveland Woolen Mills agreed to set off \$25,000 paid them by the Warren Soap Manufacturing Co. by way of settlement. These decrees also carried interest amounting to probably \$10,000 or \$15,000.

These two cases are significant for the following reasons: It is the first commercial bribery case involving private concerns (as distinguished from government employees), in which the Department of Justice has taken a hand. It is the first time that the postal laws have been invoked in a case of commercial bribery. The employees each received jail sentences, and this is the one thing that some manufacturers have always insisted was necessary to curb the appetites of a number of these people.

Durkee had invested the commissions received by him and had transferred his property to his wife. The court "followed the funds," set aside the conveyances, and ordered the property sold to satisfy the decree.



NEW BUILDING OF JULIUS SCHMID, INC.

Herewith we present a reproduction of the new and enlarged factory building of Julius Schmid, Inc., 349 West 37th street, New York City. Although the firm increased the size of its plant a year ago, this step forward was made absolutely necessary by the growing quantity of business which developed during the year. One feature of the expansion is that the firm will devote 15,000 square feet alone to the manufacture of its rouge and powder compacts and mascaro business, being thus enabled to take care in 1920 of almost twice the amount of the business done in 1919. Another merit of the new building is that it is an absolutely daylight factory and the firm claims for it that it is the only sunlight puff factory in the country. It goes without saying that all of the modern conveniences, equipment and machinery have been provided in the new structure.

The house was established over 30 years ago by Mr. Julius Schmid, who still is the active head, being ably assisted by his son, Mr. C. F. Schmid, and a capable corps of department managers. Mr. A. H. Bergman has charge of the manufacture and sale of rouge compacts, eyebrow pencils, lip sticks and other cosmetics. The lines carried are well known to a large clientele of manufacturing perfumers throughout the country.

The main office continues at 344 West 38th street and is connected with the new building by a bridge.

Mr. C. W. Jennings, proprietor of the Jennings Mfg. Co., Grand Rapids, Mich., was a recent visitor to our sanctum with his new perfume chemist, Mr. R. C. Caryl.

Mr. Caryl was connected with the Willis H. Low Co., Boston, Mass., for a number of years, and in his new

position will supervise the manufacture of flavoring extracts, as well as perfumes and toilet preparations.

Mr. Julian Arnold, American Commercial Attache, stationed at Peking, China, is visiting here until February 3 and is making his headquarters at Room 734 in the New York Custom House.

Mr. Geo. M. Cawthorn, manufacturing perfumes and toilet articles, and Joseph T. Stoehr, formerly salesman for Chas. V. Sparhawk, Inc., are doing business under the name of The Fidelity Co., 124 Broad street, Boston, Mass.

The Orbis Products Trading Co. announce that they have been appointed American representatives for Fratelli de Pasquale, Messina, Italy, shippers of citrus oils; and Hammer & Hirzel, Constantinople, shippers of otto of rose. Both these firms are well known in the American market and Mr. C. H. Alker, manager of the essential oil department of Orbis Co., had for a number of years the management of these agencies under previous connections.

Woodward, Clarke & Co., wholesale druggists, Wood-Lark Building, Alder street at West Park, Portland, Ore., upon the recent completion of their fifty-fifth year in business, extended a message of thanks to their customers, to their associates and to the people of Portland in a large advertisement in the daily press. Louis G. Clarke, president and manager, and William F. Woodward, secretary and treasurer, have for four decades guided the destinies of the house.

The Philadelphia Drug Exchange has elected as members the Kali Manufacturing Co., of Philadelphia, and the A. H. Wirz Co., of Chester, Pa. The following officers have been elected for 1920: President, Harry B. French, Smith, Kline & French Co.; vice-president, Charles E. Hires, Charles E. Hires Co.; secretary, Joseph W. England; treasurer, Anthony M. Vance. Directors, Milton Campbell, H. K. Mulford Co.; Blair Fergusson, Fergusson Brothers; A. L. Hilles, Jr., Robert Shoemaker & Co.; Herbert R. McIlvaine, McIlvaine Brothers; Dr. Adolph W. Miller, Aschenbach & Miller; Adam Pfromm, Adam Pfromm & Co.; Clayton F. Shoemaker, Shoemaker & Busch, and Walter V. Smith, Valentine H. Smith & Co. The exchange will hold its annual dinner in the clover room of the Bellevue-Stratford Hotel Thursday evening, January 29. Arrangements are in charge of Walter V. Smith.

Hemingway & Co., a New York dyestuffs and chemical house, has been absorbed by the Sherwin-Williams Co., of Cleveland, Ohio, and will be operated as a separate company. Frank Hemingway, head of Hemingway & Co., remains with the Sherwin-Williams Co. as manager of the development department.

The office of Chas. L. Huisking, Inc., of this city, on December 31, was the scene of a presentation of a service set and stand by his employes and associates to Chas. L. Huisking on the tenth anniversary of the establishment of his business. Mr. Huisking was just preparing to leave the office for the day, when the whole force, consisting of about 50 persons, congregated in the office and presented the gift to him.

All of the common stock of Williams, Davis, Brooks & Hinchman Sons, known also as the Michigan Drug Co., Detroit, has been sold, and all the old owners retired from business January 1. The new owners will continue to do business under the name of the Michigan Drug Co. The corporation is organized for \$600,000. Stock involved in the transaction is said to have sold for more than par.

The new officers and owners are John W. Smart, president; Max Kahn, vice-president; Frank Moulthrop, secretary, and James Shirley Smart, treasurer. The new president has been identified with the Michigan Drug Co. for ten years, acting first as manager of its Saginaw branch and then as general manager of the Detroit house. James Shirley Smart has been with the company for a number of years. Max Kahn acted as the attorney for the old company. Frank N. Moulthrop has resigned his position with the firm of Skinner E. Eddy, Seattle, Wash., to identify himself with the new concern.

The Michigan Drug Co. is one of the oldest institutions of its kind in the country, having started in business in 1819. It celebrated its one hundredth anniversary by giving an elaborate exposition for the retail drug trade last August. Those who sold their interests to the new owners are James E. Davis, who was president of the old firm, and who has been identified with the wholesale drug trade for 50 years; Alanson S. Brooks, former vice-president and treasurer; Maurice O. Williams, and T. H. Hinchman estate.

It is said the new organization is one of the strongest in its field in the country. C. A. Hanley, in charge of the Dabrooks Perfume Co., which is owned by this company, has had long experience in the perfume business, having been associated with such prominent manufacturers as Hudnut and Lazell.

Fifty salesmen of Procter & Gamble Co. held a two-days' session recently at the Hotel Baltimore, Kansas City. The salesmen were from Missouri, Kansas, Iowa and Nebraska. Plans for the year's work were told by Henry Fisher, district manager.

At the annual meeting of the Drug Trade Section of the New York Board of Trade and Transportation on January 7, these new members were reported as elected: Arthur Stallman & Co., P. E. Anderson & Co., Dye Products & Chemical Co., Chas. L. Huisking, Inc., The Kalbleisch Corp., Monsanto Chemical Works, McLaughlin-Gormley-King Co., Pacific Coast Borax Co., Pharma Chemical Corp., Henry B. Platt Co., E. R. Squibb & Sons, G. S. Stoddard & Co., Arnold Karberg & Co., Bakst Bros. and Sterling Chemical Works.

The new officers for the year 1920 were elected as follows: Chairman, Franklin B. Yates, of Yates Drug & Chemical Co.; vice-chairman, S. B. Penick, of S. B. Penick & Co., treasurer, W. A. Hamann, of Roessler & Hasslacher Chemical Co.; secretary, W. F. McConnell; to represent the Drug Trade Section as a director of the New York Board of Trade and Transportation, Turner F. Currens, of Norwich Pharmacal Co. The Executive Committee is composed of the following: Frank E. Starr, of Sharp & Dohme; Charles C. Bruen, of C. S. Littell & Co.; Edward Plaut, of Lehn & Fink; Joseph Mathias, of J. B. Horner, Inc.; Jacob Weil, of Britt, Loeffler & Weil.

Procter & Gamble Co. has declared the regular quarterly dividend of 2 per cent on the 8 per cent preferred stock, payable January 15.

Col. William Cooper Procter, the Cincinnati soap manufacturer, has accepted the chairmanship of the national campaign committee which has been formed to urge the nomination of Major General Leonard Wood on the Republican ticket for the presidency of the United States.

Mr. Frank Sherwood, who recently resigned from the Jackson Laboratory of E. I. du Pont de Nemours & Co., Wilmington, Del., is first assistant chemist at the North Carolina Agricultural Experiment Station, West Raleigh, N. C.

Dr. Edward S. Johnson, for a number of years connected with the Solvay Process Co., has accepted the position of director of manufacture and chief chemist of the United States Color & Chemical Co., with main office in Boston and plant at Ashland, Mass.

Peppermint oil exports from the port of New York during October: To Sweden, 26 lbs. \$318; England, 300 lbs., \$3,000; Mexico, 18 lbs., \$153; Other British West Indies, 1 lb. \$2; Cuba, 60 lbs., \$480; Danish West Indies, 3 lbs., \$16; Venezuela, 20 lbs., \$140; Hong Kong, 112 lbs., \$1,064; Australia, 591 lbs., \$4,725; British South Africa, 898 lbs., \$8,080; total, 2,029 lbs., \$17,978.

The peppermint oil exports for the eight months ending August, 1919, amounted to 49,151 pounds, a gain of 6,500 pounds.

Rector Chemical Corp., which operated in New Jersey in the manufacture and sale of chemicals, has filed a certificate of dissolution in the office of the Secretary of State of New Jersey. Jerome H. Buck was the secretary of the company.

Louisville Soap Co. has filed a certificate of dissolution with the Secretary of State of New Jersey by which it ceased to do business in New Jersey. Edwin F. Smith was the agent and Alex J. Cohen secretary.

Cooper & Cooper, Inc., dealers in chemicals, colors, oils and waxes, now at 309 Broadway, New York City, have contracted to purchase the building at 23 Cliff street, which will be used as the future home of the firm.

The American National Expositions, Inc., 132 West 42d street, New York, has postponed its Exposition of United States Manufactures to be held in Buenos Aires from April to November next. The project is well endorsed and the plans are proceeding satisfactorily.

Mr. J. E. Wolfe, formerly middle west representative in the special products department of the National Aniline & Chemical Co., Inc., has gone with the American Aniline Products, Inc., western branch, 1818 South Clark street, Chicago. Mr. Wolfe has been identified with essential oils and perfumers' and soap makers' materials.

Packer Tar Soap Co., of Mystic, Conn., has awarded contracts for new boilers for the brick addition which is being built to enlarge the factory.



"We belong to the Prosperity Club," is the slogan of a patriotic and progressive business address on a card sent out by the Edward T. Beiser Co., Inc., essential oils and synthetics, New York City.

February 1 will see Oakley & Co., soap makers and perfumers, installed in new offices and salesrooms at 339 Fifth avenue, opposite the Waldorf-Astoria, in New York City. The spacious new quarters were made necessary by a large increase in business.

American Safety Razor Corporation has formed a subsidiary corporation to manufacture soap and other shaving accessories which is known as the American Safety Corporation, organized under the laws of Virginia. It has a capitalization of \$1,000,000 divided into 10,000 shares of common stock of \$100 par value. Officials of the new company believe that by using the same channels of distribution as are now used for the razors manufactured by the razor corporation they will find a ready sale for their new product. Officers of the new organization are Joseph Kaufman, president; George L. Storm, vice-president; J. B. de Mesquita, treasurer, and Milton Dammann, secretary.

Mr. E. B. Hubbard, Eastern representative of J. L. Hopkins & Co., importing drug merchants of New York, was a visitor at the home office recently.

#### NEW BOOK.

THE CONDENSED CHEMICAL DICTIONARY.—Compiled and edited by the Editorial Staff of the Chemical Engineering Catalog, of which F. M. Turner, Jr., is Technical Editor and D. D. Berolzheimer, W. P. Cutter and John Helfrich are Assistant Editors. The Chemical Catalog Company, Inc., 1 Madison avenue, New York, 1919. 525 pp. \$5 net.

The title page of this useful book describes it as being "a reference volume for all requiring quick access to a large amount of essential data regarding chemicals and other substances used in manufacturing and laboratory work." While it is intended primarily to supply in readily available form the outstanding facts regarding such substances to people not chemically trained who are being brought into contact with the chemical industries in greater numbers with the growing importance of these industries, the book will serve as a great time-saver for the chemist who keeps it at hand.

Many substances of scientific interest but not important commercially have been omitted. Therein lies the chief significance of the word "condensed" in the title for, although it is stated that no attempt has been made to produce an exhaustive work, the field of commercially important chemical substances, excepting dyes, appears to have been pretty thoroughly covered.

Under the various headings information is given, with such variations as the nature of the substances may require, on derivation, habitat, color and other properties (restricted to those properties likely to be of commercial importance) constants, method of purification, grades, containers, uses, impurities, fire hazard, railroad shipping regulations and occasionally other information. Under "Derivation" a general idea of the method of manufacture is given in the case of substances which are not natural products.

At the back of the book are to be found tables of (1) atomic weights, (2) domestic weights and measures, (3) metric equivalents, (4) equivalent temperature readings for Fahrenheit and Centigrade scales, and (5) specific gravity equivalents for degree Baumé, and, in addition, a list of definitions of units and information regarding the transportation by freight of dangerous articles other than explosives.

The thorough manner in which the dictionary is cross-indexed is a most valuable feature. It is a well-known and unfortunate fact that a great many chemical substances have several used names. Cross-references direct the user of the dictionary to the name which has been given the preference. By this means the dictionary will do good service in helping users to ascertain the meaning of more or less obscure names. It seems as though considerable space might have been saved without loss by the use of an occasional general cross-index entry to replace a series of like ones. For example, a single brief note under the heading "Oils" explaining how oils have been handled might have replaced over 5 pages of cross-index entries starting with the word "Oil."

In a dictionary prepared chiefly for those interested in the commercial side of chemistry it is perhaps to be expected that the nomenclature will be influenced by commercial usage, which does not always agree with the usage best from theoretical considerations. One gets the impression in looking through the Condensed Chemical Dictionary that the compilers have in general tried to use for a compound the name to be preferred from a scientific standpoint when a commercial name which is different is not too predominately in use. This seems to be a reasonable attitude.

No abbreviations have been used. To many this will no doubt appeal as being a satisfying departure from the usual practice in dictionaries; to others it will probably seem that a good deal of space should have been saved by the use of some of the more common abbreviations at least, as sp. gr. for specific gravity. The spacing between the entries and at the bottom of the page is such as to leave a little room for memoranda.

An interesting feature of the dictionary is the designation by marking with the asterisk of all of those substances now made in America. It is pleasant to note so many asterisks.

E. J. CRANE.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

FRITZSCHE BROTHERS, INC., 82 Beekman street, New York City, have sent us their January price list for essential oils and other products of use in the manufacturing perfumery industry. Flavoring oils, fruit flavors, soap colors and numerous other products are to be found in the long list.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—We have received the December wholesale prices current of essential oils, chemicals, synthetics and sundries, including the Allen specialties for perfumers and soap makers. Powdered drugs also are included.

PIERRE LEMOINE CIE, INC., New York City, send us their latest price list of Lemoine bouquet odors for perfumes, powders, creams, toilet waters, tonics, etc.

PACKAGE MACHINERY CO., Springfield, Mass., favors us with its latest catalogue of automatic wrapping machines of various sizes and descriptions.



## NEW INCORPORATIONS.

Reflexo Products Co., of Manhattan Borough, New York City, oils and polishes, has been incorporated with a capital stock of \$50,000 by S. Young, B. R. Foster, 40 W. 34th street; S. Bennis, 306 E. 136th street, New York City.

Carmen Supply Co., Inc., of Manhattan Borough, New York City, bleaching powder, alkalis and chemicals, has been incorporated with 200 shares preferred stocks, \$100 each; 1,000 shares common stock, no par value; active capital \$75,000 by A. L. Becker, J. J. Franc, Y. E. Sheer, 60 Broadway.

Mme. Myale, Inc., New York City, drugs, chemicals, etc., has been incorporated under the laws of New York, with a capital stock of \$150,000, by J. J. Leahy, Jr., E. B. Myers, R. McCord, 59 Wall street.

Onondaga Chemical Company, Inc., Syracuse, N. Y., to manufacture chemicals and soaps, \$30,000 capital stock, has been incorporated by C. D. Wright, 1003 Harrison street, Watertown; W. H. Farrington, 539 East Genesee street; J. D. Crimmings, 115 Putnam street, Syracuse.

Delaware-California Alkali Co. has been incorporated in Delaware with a capital stock of \$1,300,000 by A. L. Stephens, Lem A. Brown, John W. Anderson, all of Detroit, Mich.

Self-Serve Barber Shop Corp., \$100,000 capital stock, has been incorporated in Delaware by M. L. Horty, M. S. Kelly, S. L. Mackey, of Wilmington.

Newark Leather Products Corporation, Newark, N. J., to manufacture toilet articles of all kinds, \$100,000 capital stock, has been incorporated by Annie MacLaren, Samuel Kaufman, Newark; Walter J. Bilder, Paterson.

Standard Wax & Import Co., Manhattan Borough, New York City, has been incorporated with 3,000 shares common stock, no par value, active capital \$30,000, by J. G. Roberts, G. B. Heath, I. J. Nichols, 115 Broadway.

Hudson Drug Co., 107 Anderson street, Hackensack, N. J., to make and deal in drugs, perfumes, toilet articles, 133 Passaic street, Hackensack, and Charles Sunshine, of flavoring extracts, etc., \$100,000 capital stock, has been incorporated by Ferd J. Dawson and Esther A. Dawson, 655 Howard avenue, Brooklyn, N. Y.

## IN MEMORIAM FOR DEPARTED FRIENDS.

BAAR, JOHN X., proprietor of the Long Island Soap Works, Brooklyn, N. Y., January, 1916.

BERGIN, JOHN J., Los Angeles Soap Co., Los Angeles, Cal., January, 1912.

BUCHAN, JOHN, Buchan Soap Co., Cleveland, O., January, 1909.

CLARK, HENRY SCHIEFFELIN, treasurer of Schieffelin & Co., wholesale druggists, New York, January, 1918.

DUMOULIN, STEPHANE, old-time perfumer and president of the Tribunal of Commerce, Nice, France, January, 1918.

EAVENSON, LEWIS LINCOLN, soap manufacturer, Camden, N. J., January, 1914.

FAVOR, OTIS S., pioneer soap manufacturer of Chicago, January, 1915.

FORTMEYER, IRA T., for fifty-six years with Colgate & Co., New, East Orange, N. J., January, 1916.

HACKENBERGER, HARRY F., chief chemist for Henry C. Miner's toilet specialties, New York, January, 1916.

HAYDEN, ALBERT A., soaps, Brooklyn, January, 1911.

HILL, JOHN FERDINAND, perfumer, New York, January, 1912.

HOEFNER, ANSELM, of A. Hoefner & Sons, Buffalo, N. Y., January, 1912.

KILLEEN, MICHAEL, father of Edward V. Killeen, of George Lueders & Co., New York, January, 1912.

KIRK, MILTON W., president of James S. Kirk & Co., Chicago, January, 1916.

MARSH, FRANK B., ex-president Manufacturing Perfumers' Association and long with the Theo. Ricksecker Co., New York City, January, 1918.

MILLER, SAMUEL M., Miller Soap Co., East Penn Junction, Pa., January, 1911.

MINTZER, EDWIN F., of Mintzer & Kneisler, Philadelphia, Pa., January, 1909.

MORENA, JACQUES A., Ferrand et Cie, Grasse, January, 1910.

MYERS, CHARLES A., superintendent manufacturing department of R. H. Macy & Co., New York, January, 1918.

PROCTOR, MRS. PAULINE, widow of G. H. Proctor, one of the founders of Proctor & Gamble, January, 1917.

REDINGTON, WILLIAM P., vice president of Coffin, Redington & Co., New York and San Francisco, January, 1919.

REMINGTON, PROF. JOSEPH P., chairman Committee on Revision U. S. P., Philadelphia, January, 1918.

ROSENBLATT, SAMUEL, soaps, New York, January, 1914.

RUSSELL, CLIFFORD A., Proprietor of Russell & Co., New York City, January, 1919.

SCHMIDT, RICHARD M., of the George A. Schmidt Co., Chicago, Ill., January, 1915.

SCHULTZE, DR. A. H., chief chemist Corrizo Extract Co., New York, January, 1917.

SELICK, CHARLES HENRY, perfume manufacturer, New York City, January, 1917.

SWINDELL, HENRY W., nephew of Walter B. Swindell, partner in Swindell Bros, Baltimore, 1918.

TAYLOR, JAMES E., vice-president of the Thomson & Taylor Spice Co., of Chicago, January, 1915.

TOENNIES, FERDINAND E., president of Heine & Co., New York, January, 1919.

WALWORTH, WARREN F., the Abner Royce Co., Cleveland, O., January, 1908.

## OBITUARY NOTE.

Mrs. Pauline Wurster Schang, wife of Frederick Schang, Jr., died after a very brief illness, of pneumonia, on January 16, and was buried on her 25th birthday anniversary, January 18, at Woodlawn. Her husband is the son of Frederick Schang, of the Lorscheider-Schang Co.

## Canada Has 634 Chemical Plants.

The Directory of Chemical Industries in Canada for the Honorary Advisory Council for Scientific and Industrial Research by the Dominion Bureau of Statistics, and issued as a part of the Census of Industry, states that there are now 634 plants manufacturing chemical products in Canada. Of these 293 are in Ontario and 161 in Quebec.

## Finds Perfumer's Advertisements Helpful.

(From William Ludden, manufacturer of perfumes, extracts, etc., Boston, Mass.)

THE AMERICAN PERFUMER has been very helpful to me in locating dealers in supplies through its advertising column. I have saved many times the cost of subscription in 1919, and although I am at present a small manufacturer, I hope, through suggestions gotten in your magazine, to greatly enlarge my business in 1920.

## PATENTS AND TRADE MARKS.



## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts, and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,

Perfumer Pub. Co. 80 Maiden Lane, New York.

## PATENTS GRANTED.

1,326,573.—Soap Press and Perforating Labeler. Victor F. Carl, Brookline, Mass. Filed Feb. 19, 1917. Serial No. 149,449. 19 Claims. (Cl. 25—7.)

1. A machine of the kind described, comprising press mechanism for molding a cake of soap or the like, means for perforating such cake with distinguishing characteristics, and means for filling the spaces of such perforations with material in a relatively fluid condition including a device for forming a lateral channel intersecting the bases of such perforations.

1,236,745.—Vanity Puff.—Bernhard H. Kreuger, New Rochelle, N. Y. Filed July 24, 1919. Serial No. 312,986. 4 Claims. (Cl. 15—72.)

1. A powder puff comprising a front and rear member, said rear member being provided with a centrally arranged opening, a tubular member passing through said opening, and a manipulating loop secured to the inner face of said rear member by said tubular member, said loop being subsequently passed through said tubular member to the exterior of the rear face of said puff.

## TRADE-MARK REGISTRATIONS GRANTED.

128,149.—Certain Named Foods.—O. W. Peirce Company, La Fayette, Ind. Filed June 12, 1918. Serial No. 111,529. Published May 27, 1919.

128,167.—Cleansing Compound.—Lester E. Scott, Southington, Conn. Filed May 24, 1919. Serial No. 118,896. Published August 26, 1919.

128,179.—Perfumes.—Frederick Stearns & Co., Detroit, Mich. Filed July 3, 1919. Serial No. 120,265. Published September 30, 1919.

128,226.—Toilet Soaps.—Frank Gaius Burke, New York, N. Y. Filed June 26, 1919. Serial No. 119,970. Published September 23, 1919.

128,231.—Certain Named Foods.—William Cluff Company, San Francisco, Cal. Filed June 10, 1919. Serial No. 119,398. Published August 26, 1919.

128,250.—Certain Named Abrasive, Detergent, and Polishing Materials.—The Northwestern Chemical Co., Marietta, Ohio. Filed April 27, 1918. Serial No. 110,486. Published July 8, 1919.

128,255.—Certain Named Abrasive, Detergent, and Polishing Materials.—Henry W. Preller, Baltimore, Md. Filed June 14, 1919. Serial No. 119,612. Published September 23, 1919.

128,256.—Certain Named Foods. The W. T. Rawleigh Company, Freeport, Ill. Filed April 22, 1919. Serial No. 117,746. Published September 16, 1919.

128,291.—Hair Tonic, Scalp Stimulant, and Dandruff Preventive.—The Atlanta Barbers' Supply Co., Atlanta, Ga. Filed August 19, 1918. Serial No. 112,792. Published October 7, 1919. Filed August 19, 1918. Serial No. 112,792. Published October 7, 1919.

128,292.—Hair Tonic, Scalp Stimulant, and Dandruff Preventive.—The Atlanta Barbers' Supply Co., Atlanta, Ga. Filed August 23, 1918. Serial No. 112,844. Published October 7, 1919.

128,303.—Certain Named Foods.—The Basket Stores Co., Omaha, Neb. Filed January 18, 1919. Serial No. 115,277. Published September 16, 1919.

128,304.—Certain Named Foods.—The Basket Stores Co., Omaha, Neb. Filed January 18, 1919. Serial No. 115,279. Published September 16, 1919.

128,312.—Non-Alcoholic Maltless Beverages and Flavoring and Syrups for Making the Same.—Bludwine Company, Athens, Ga. Filed November 6, 1918. Serial No. 114,062. Published October 14, 1919.

128,316.—Certain named Foods.—D. E. Brooks & Co., Newburgh, N. Y. Filed December 31, 1918. Serial No. 114,896. Published August 19, 1919.

128,320.—Laundry Soap.—Wilbur S. Burns, Grand Rap-

- ids, Mich. Filed March 2, 1918. Serial No. 109,313. Published October 7, 1919.
- 128,321.—Incense.—Frederick De Voe Burton, New York, N. Y. Filed August 5, 1919. Serial No. 121,272. Published October 7, 1919.
- 128,341.—Certain Named Foods.—John F. Cramer, Freeport, Ill. Filed June 2, 1913. Serial No. 70,824. Published August 19, 1919.
- 128,355.—Certain Named Foods.—The William Davies Company, Limited, Chicago, Ill. Filed December 7, 1918. Serial No. 114,533. Published September 16, 1919.
- 128,381.—Certain Named Food Products.—Fleitmann, Watjen & Co., Inc., New York, N. Y. Filed June 14, 1919. Serial No. 119,599. Published August 19, 1919.
- 128,397.—Antiseptic Lotion for Use as a Depilatory.—Hannibal Pharmaceutical Company, St. Louis, Mo. Filed June 20, 1919. Serial No. 119,801. Published August 19, 1919.
- 128,421.—Certain Named Toilet Preparations.—La Dora Toilet Preparations, Inc., New York, N. Y. Filed July 11, 1919. Serial No. 120,463. Published September 23, 1919.
- 128,429.—Soap Dyes.—Lever Brothers Company, Cambridge, Mass. Filed June 16, 1919. Serial No. 119,658. Published August 19, 1919.
- 128,437.—Cleanser for Removing Grease and Other Spots from Fabrics.—Charles McAdam Company, Chicago, Ill. Filed May 26, 1919. Serial No. 118,928. Published September 30, 1919.
- 128,439.—Hair Tonic.—Benjamin McNeil, New York, N. Y. Filed March 18, 1919. Serial No. 116,690. Published September 30, 1919.
- 128,472.—Hair Tonic.—T. Noonan & Sons Company, Boston, Mass. Filed July 27, 1918. Serial No. 112,364. Published September 16, 1919.
- 128,503.—Dyes Combined with Soap.—Clinton S. Robison, Chicago, Ill., assignor to Aladdin Products Company, a Corporation of Illinois. Filed October 25, 1917. Serial No. 106,960. Published September 30, 1919.
- 128,512.—Food Flavoring Extracts.—The C. F. Sauer Company, Richmond, Va. Filed June 2, 1919. Serial No. 119,135. Published October 7, 1919.
- 128,535.—Soap.—Swift & Company, Chicago Ill. Filed May 22, 1919. Serial No. 118,797. Published August 26, 1919.
- 128,571.—Powdered Substance for Cleaning Purposes.—Gustave Wenzelmann, Galesburg, Ill. Filed August 27, 1918. Serial No. 112,899. Published August 26, 1919.
- 128,572.—Laundry Tablets.—Werth Mor Mfg. Co., Barcherton, Ohio. Filed April 28, 1919. Serial No. 117,959. Published September 30, 1919.
- 128,573.—Laundry Soap.—West Coast Soap Co., Oakland, Cal. Filed June 10, 1918. Serial No. 111,470. Published September 30, 1919.
- 128,576.—Certain Named Foods.—White-Stokes Co., Inc., Chicago, Ill. Filed April 10, 1919. Serial No. 117,362. Published August 19, 1919.
- 128,579.—Hair Pomade.—Mmes. Williams, Hebron & Herd, Baltimore, Md. Filed August 6, 1919. Serial No. 121,326. Published October 7, 1919.
- 128,580.—Waterless Soap.—The Wite-Kat Soap Company, San Francisco, Cal. Filed June 19, 1918. Serial No. 111,682. Published September 30, 1919.
- 128,581.—Certain Named Foods and Ingredients of Foods.—Viola V. N. Woodruff, Flushing, N. Y. Filed May 21, 1919. Serial No. 118,771. Published September 30, 1919.
- 128,583.—Hair Remedy and a Restorative of Gray Hair to Its Natural Color.—Wyeth Chemical Co., Dover, Del., and New York, N. Y. Filed June 6, 1919. Serial No. 119,284. Published August 19, 1919.
- 128,591.—Olive Oil.—John A. Alban & Co., Inc., New York, N. Y. Filed June 26, 1919. Serial No. 119,968. Published September 23, 1919.
- 128,595.—Coffee, Certain Named Canned Foods and Flavoring Extract.—American Factories, Limited, Honolulu Territory of Hawaii. Filed June 10, 1919. Serial No. 119,379. Published September 23, 1919.
- 128,598.—Hair Dressing Preparation.—American Laboratories, Incorporated, Richmond, Va. Filed May 28, 1919. Serial No. 118,976. Published September 30, 1919.
- 128,599.—Antiseptic, Disinfectant, Deodorant, and Prophylactic for Internal and External Use.—America Laboratories, Incorporated, Richmond, Va. Filed June 2, 1919. Serial No. 119,097. Published October 7, 1919.
- 128,600.—Food Flavoring Extracts.—American Laboratories, Incorporated, Richmond, Va. Filed July 12, 1919. Serial No. 120,471. Published September 23, 1919.
- 128,616.—Toilet Creams, Astringent Creams, Face Bleach Creams and Face Powders.—Bessie L. Barber, Los Angeles, Cal. Filed June 24, 1919. Serial No. 119,881. Published September 30, 1919.
- 128,618.—Antiseptic Liquid.—F. E. Barr & Co., Chicago, Ill. Filed July 23, 1919. Serial No. 120,812. Published September 23, 1919.
- 128,625.—Hair Tonic for the Removal of All Hair and Scalp Troubles.—Joseph B. Beriault, Seattle, Wash. Filed June 10, 1919. Serial No. 119,396. Published September 23, 1919.
- 128,636.—Toilet Water.—The Bonheur Co., Inc., Syracuse, N. Y. Filed August 12, 1919. Serial No. 121,562. Published October 7, 1919.
- 128,643.—Rouge.—Georgie M. Brohard, Philadelphia, Pa. Filed July 11, 1919. Serial No. 120,442. Published October 7, 1919.
- 128,668.—Perfumes.—Alberto Crusellas, Habana, Cuba. Filed July 24, 1919. Serial No. 120,866. Published September 23, 1919.
- 128,685.—Hair Tonic.—Frank Eppolito, Chicago, Ill. Filed July 1, 1919. Serial No. 120,162. Published September 23, 1919.
- 128,69.—Hair Tonic.—Frank L. Francis, Newark, N. J. Filed June 12, 1919. Serial No. 119,507. Published October 7, 1919.
- 128,717.—Hair Dressing, Shampoo and Hair Gloss. S. & M. Greene, Brooklyn, N. Y. Filed August 1, 1919. Serial No. 121,175. Published September 30, 1919.
- 128,730.—Marshmallow Creme, Marshmallow Powder and Lemon, Vanilla, Orange, Strawberry and Raspberry Flavoring Extracts.—The Hipolice Company, St. Louis, Mo. Filed June 12, 1919. Serial No. 119,517. Published October 14, 1919.
- 128,739.—Cocoanut Oil.—India Refining Company, Philadelphia, Pa. Filed July 31, 1919. Serial No. 121,145. Published October 7, 1919.
- 128,740.—Flavoring Liquid or Extract for Foods. The W. K. Jahn Co., Brooklyn, N. Y. Filed June 21, 1919. Serial No. 119,831. Published September 23, 1919.
- 128,782.—Lip-Rouge, Face-Powder, Face-cream, Rouge-Cream, Nail-Polish and Chemical Facial Hair-Remover.—Blanche M. Mason, Chicago, Ill. Filed June 6, 1919. Serial No. 119,271. Published September 16, 1919.
- 128,784.—Certain named Chemical Medicines and Pharmaceutical Preparations.—The William S. Merrill Company, Cincinnati, Ohio. Filed July 21, 1919. Serial No. 120,764. Published September 23, 1919.
- 128,797.—Peanut-Oil.—Musher & Company, Incorporated, New York, N. Y.; Baltimore, Md.; San Diego, Calif., and Washington, D. C. Filed December 31, 1918. Serial No. 114,916. Published September 30, 1919.
- 128,798.—Sesame-Oil.—Musher & Company, Incorporated, New York, N. Y.; Baltimore, Md., and Washington, D. C. Filed February 26, 1919. Serial No. 116-163. Published September 30, 1919.
- 128,814.—Hair-Tonic.—The Parmoline Co., Richmond, Va. Filed June 11, 1919. Serial No. 119,489. Published September 23, 1919.
- 128,840.—Soap.—Saberton Mfg. Co., Tampa, Fla. Filed July 15, 1919. Serial No. 120,582. Published September 30, 1919.
- 128,843.—Food-Flavoring Extracts.—The C. F. Sauer Company, Richmond, Va. Filed May 28, 1919. Serial No. 119,008. Published September 23, 1919.
- 128,846.—Preparation for Use on Hair and Scalp.—Herman Sclar, Philadelphia, Pa. Filed July 23, 1919. Serial No. 120,859. Published October 7, 1919.
- 128,858.—Beeswax, Stearic Acid and Spermacetti.—Smith & Nichols, Incorporated, New York, N. Y., and

Boston, Mass. Filed May 27, 1918. Serial No. 111,224. Published September 30, 1919.

128,864.—Medicated Soap.—Frederick Stearns & Co., Detroit, Mich. Filed May 17, 1919. Serial No. 118,612. Published October 28, 1919.

128,865.—Talcum Powders, Perfumes, Toilet Water, Face-Powders and Face-Creams.—Frederick Stearns & Co., Detroit, Mich. Filed June 9, 1919. Serial No. 119,371. Published September 30, 1919.

128,870.—Peanut-Oil.—Steele Wedeles Company, Chicago, Ill. Filed June 10, 1919. Serial No. 119,445. Published September 23, 1919.

128,871.—Hair and Scalp Tonic and Cleansers.—Sterling Products (Incorporated), Wheeling, W. Va. Filed July 7, 1919. Serial No. 120,319. Published September 30, 1919.

128,881.—Liquid Preparation for Use as a Mouth-Wash and Nasal Douche.—Ernest A. Troth, Philadelphia, Pa. Filed August 8, 1919. Serial No. 121,426. Published October 14, 1919.

128,893.—Thick Oily Preparations for Treating Hair and Scalp and Used When Pressing With Hot Irons.—Ella Walker Manufacturing Company, Sioux City, Iowa. Filed April 21, 1919. Serial No. 117,714. Published September 16, 1919.

128,894.—Skin Balm.—E. Weber & Co., Philadelphia, Pa. Filed July 7, 1919. Serial No. 120,327. Published October 7, 1919.

128,899.—Face Cream, Face Powder and Toilet Waters.—Western Hair Goods Company, Chicago, Ill. Filed June 21, 1919. Serial No. 119,844. Published September 16, 1919.

128,901.—Certain Named Foods and Ingredients of Foods.—White Stokes Co., Inc., Chicago, Ill. Filed April 12, 1919. Serial No. 117,425. Published September 23, 1919.

128,906.—Hair Tonic, Hair Pomade, Hair Shampoo, Hair Shine and Whitening Cream.—Giles T. Young, Philadelphia, Pa. Filed July 8, 1919. Serial No. 120,361. Published September 23, 1919.

128,912.—Certain Named Medicines and Pharmaceutical Preparations.—Vincent Ferrer Miller, San Antonio, Tex. Filed June 19, 1919. Serial No. 119,772. Published September 30, 1919.

#### TRADE-MARK REGISTRATIONS APPLIED FOR.

100,464.—Asuncion Ortiz y Palacios, Fuencarral, Spain. (Filed Jan. 9, 1917. Used since Aug. 18, 1909.)—Soaps, Not Including Tooth-Soap.

101,793.—The Union Pacific Tea Co., New York, N. Y. (Filed Mar. 7, 1917. Used since Jan. 1877.)—Flavoring Extracts for Foods, Olive-Oil.

106,998.—The C. F. Sauer Co., Richmond, Va. (Filed Oct. 27, 1917. Used since the year 1887.)—Food-Flavoring Extracts.

108,760.—U. S. Industrial Alcohol Co., New York, N. Y. (Filed Feb. 1, 1918. Used since Sept. 1, 1917.)—Ethyl Alcohol.

108,831.—The Lorenz Company, Everett, Mass., assignor to Mihalovitch Brothers Company, Cincinnati, Ohio, a Corporation of Ohio. (Filed Feb. 5, 1918. Under ten-year proviso. Used since 1864.)—Perfumes, Tooth-Powder, Toilet Powders, Toilet Waters, Toilet Creams and Lotions, and Hair-Tonic.

112,961.—U. S. Industrial Alcohol Co., New York, N. Y. (Filed Aug. 31, 1918. Used since Aug. 1, 1918.)—Fusel-Oil or Amyl Alcohol, Denatured Alcohol and Cologne-Spirits.

115,514.—U. S. Industrial Alcohol Co., New York, N. Y. (Filed Jan. 29, 1919. Used since Jan. 1907.)—Ethyl Alcohol for use as Cleanser or Detergent or Similar Solvent.

116,242.—The Velvoto Company, Grand Rapids, Mich. (Filed Mar. 1, 1919. Used continuously in its business and in the business of its predecessors, Dr. A. L. Ruffe and son, L. E. Ruffe, and Mrs. Marie Pierce since a Jan. 1, 1898, and by it alone since Feb. 1, 1917.)—Cold Cream, Velvoto is a Scientific Combination of Solid Oils, each of which is a Natural Skin Food, for Cleansing and Beautifying the Complexion.

116,270.—Limpert Bros., Inc., New York, N. Y. (Filed Mar. 3, 1919. Used since Sept. 1, 1917.)—An Extract

Having a Maple Flavor and Used for Flavoring Desserts, Ice Cream, Confections, and Syrups Used as Food.

116,517.—C. Harry Bong, Chicago, Ill. (Filed Mar. 13, 1919. Used since Feb., 1914.)—Lotions for Soothing and Treating Irritations of the Skin.

116,998.—Trade Laboratories, Inc., Newark, N. J. (Filed Mar. 28, 1919. Used since on or about Feb. 6, 1919.)—Shaving-Cream.

117,143.—The Sanitary Products Company, Philadelphia, Pa. (Filed Apr. 3, 1919. Used since Apr., 1917.)—Liquid Soap.

117,360.—Usit Mfg. Co. of America, Inc., New York, N. Y. (Filed Apr. 10, 1919. Used since about Dec. 2, 1918.)—Cosmetics—Namely, Face-Powders, Wrinkle-Cream, Sunburn-Lotion, Shaving-Lotion to be Applied Before Lathering the Face with Soap and Preventing Irritation, and Facial Beautifier.

117,958.—United Drug Company, Boston, Mass. (Filed Apr. 28, 1919. Used since May 1, 1877.)—A Liquid Chemical Preparation for Polishing Silverware.

118,217.—Iwan Burger, New York, N. Y. (Filed May 7, 1919. Used since Apr. 24, 1917.)—Olive Oil.

118,493.—Southern Beverage Company, Galveston, Tex. (Filed May 14, 1919. Used since some time in March, 1919.)—A Non-Intoxicating Beverage Which, as Put out by U. S. is Coffee-Flavored, Non-Cereal, and Maltless, Contains Not More Than One-Half of One Per Cent of Alcohol, and is Sold as a Soft Drink.

119,353.—Daniel Mangrane, Barcelona, Spain. (Filed June 9, 1919. Used since May, 1918.)—Olive Oil.

119,354.—Daniel Mangrane, Barcelona, Spain. (Filed June 9, 1919. Used since May, 1918.)—Olive Oil.

120,154.—Phoenix Drug Company, New York, N. Y. (Filed July 8, 1919. Used since June 4, 1919.)—Nail Polish.

120,440.—Societa Industrie Chimiche Ittolo, Naples, Italy. (Filed July 10, 1919. Used since Jan. 2, 1919.)—Soaps for Hygienic and Medical Purposes.

120,514.—Saul D. Abrams, Boston, Mass. (Filed July 14, 1919. Used since June 10, 1919.)—Olive Oil, Flavoring Extracts for Food Flavoring Purposes.

120,572.—The Lundborg Company, New York, N. Y. (Filed July 15, 1919. Used since Jan., 1919.)—Perfume, Toilet Water, Face-Powder, Talcum Powder, Toilet Cream and Sachet.

121,019.—Arnold B. Peters, San Francisco, Calif. (Filed July 28, 1919. Used since May 22, 1919.)—Tooth Powder.

121,409.—Ori-Ori Company, New York, N. Y. (Filed Aug. 8, 1919. Used since July 1, 1919.)—Hair Dyes and Hair Shampoo.

121,694.—Laundry Supplies Corporation, Richmond, Va. (Filed Aug. 15, 1919. Used since May 15, 1919.)—A Preparation Used for Cleansing Purposes.

121,777.—National Fruit Flavor Co., New Orleans, La. (Filed Aug. 18, 1919. Used since Feb., 1917.)—Flavoring Extracts for Food.

121,780.—Peet Bros. Manufacturing Company, Kansas City, Kans. (Filed Aug. 18, 1919. Under ten-year proviso. Used since 1894.)—Soap.

122,610.—Peerless Mineral Products Co., Inc., New York, N. Y. (Filed Sept. 12, 1919. Used since July 31, 1919.)—Soap.

122,662.—George Scott Smith, Atlanta, Ga. (Filed Sept. 13, 1919. Used since Feb. 25, 1918.)—Face-Powders, Talcum Powders, Face-Cream, Hair-Tonic, Shampoo-Cream, Soap, Massage-Cream, Peroxide Cream, Lip-Rouge, Eyebrow-Pencils, and Face-Tint.

122,792.—A. Simonson, New York, N. Y. (Filed Sept. 16, 1919. Under ten-year proviso. Used since 1892.)—Toilet Preparations.

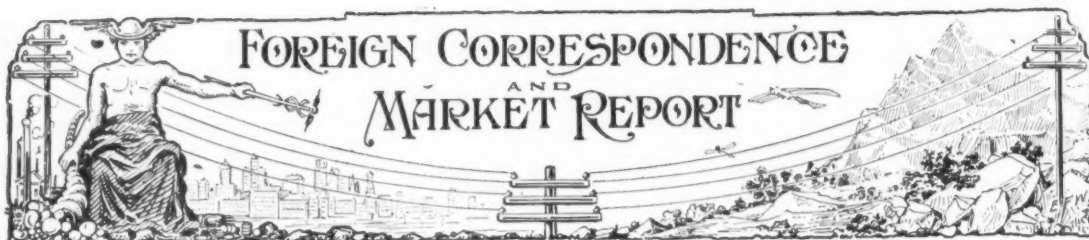
122,799.—Frederick H. Young, Toledo, Ohio. (Filed Sept. 16, 1919. Under ten-year proviso. Used since Feb. 15, 1893.)—Toilet Cream, Face-Powder, Talcum Powder and Tooth Powder.

122,800.—Frederick H. Young, Toledo, Ohio. (Filed Sept. 16, 1919. Under ten-year proviso. Used since April, 1894.)—Toilet Creams Face-Powder, Talcum Powder, and Tooth-Powder.

122,833.—Francis N. Giavi, New York, N. Y. (Filed Sept. 18, 1919. Used since March, 1919.)—Olive Oil.

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## DUTCH EAST INDIES.

EAU DE COLOGNE.—According to *De Locomotief*, a new industry was started a short time ago at Toegoe (Djoedja), namely, an Eau de Cologne factory, in connection with the existing Dutch Indies Soap Factory, Mataram, which for some years has been sending its soaps over the whole Archipelago. The maker of the perfume worked many years in a similar capacity in Cologne in the Farina factory.

## FRANCE.

FLOWER HARVESTS.—A correspondent says: The rose harvest<sup>1</sup> in France was not a particularly good one, and the output of French otto will not be a very large one. Against this, however, is the fact that Bulgarian and Anatolian otto are now very freely offered, and competition is exceedingly keen, so that prices are being kept down in buyers' favor. For all pomades made from the flowers in the South of France, high prices are asked, due not only to the price of the flowers, but also to the fact that land has held its price throughout. Up to 14 francs per kilo. was paid for tuberose flowers, and up to 8 francs for jasmine, as both crops were not of the best in regard to quantity.

REMEDYING THE EXCHANGE CRISIS.—Consul General A. M. Thackara, Paris, says: A leading firm of American exporters has made the following agreement with its representatives in this country, with a view to avoiding as far as possible the exchange crisis at present prevalent:

Goods are shipped and invoiced in dollars. The French firm does not send dollars or francs in payment, but deposits with a local bank, for the account of the American exporter, an amount in francs corresponding to the amount of the dollar invoice at the current rate of exchange. This amount is corrected every month to correspond with the fluctuations in the rate of exchange, i. e., if dollars rise, an additional deposit is made to cover the difference in exchange.

New invoices are all dealt with in the same manner. An agreement has been made between the exporters and the importers for the transmission of the money deposited when the exchange rate shall have reached a level satisfactory to the importer. This agreement is for a period of two years, and, if at the end of that period, exchange has not fallen sufficiently to allow of the transmission of the money without loss to the importers, a further agreement will be negotiated between the two parties.

The money is deposited with a bank having correspondents in the United States, and the American exporter is enabled, if required, to borrow money in the United States against the deposits standing to his credit in France. The

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## THE MARKET.

### Essential Oils, Aromatic Chemicals, Etc.

New high records have been established for prices of most of the principal essential oils in the past month, and the end of the upward movement does not appear to be in sight. Not before the beginning of the new season of production, which means in most cases late in the year, can the pendulum be expected to swing in the opposite direction, and even then the reverse action may not develop on more than a slender scale. To cite the causes for the existing altitude of prices and the constant trend toward higher and still higher levels is to repeat what has been said in previous reviews. Shortage of labor for cultivation of flowers and production of other basic materials, disorganized transportation facilities in all producing countries, and depreciated currencies adding heavily to producing costs, not to speak of unfavorable weather, are the chief influences contributing to the extreme prices at which the oils must be sold to return even a meager profit to the manufacturer. To mention the case of such blossoms as jasmine and tuberose is to give an idea of conditions that have affected all flower crops. At the end of last July the prospects for good yields of both tuberose and jasmine flowers were very much better than at that time in 1918, but at the critical time in the life of these crops there came intervals of bad weather, damaging the plants and preventing normal development of the blossoms. As a result prices, already high, advanced last fall more than 100 per cent, reaching a level never before known, and the rise is still in progress. In the list of materials forming the basis of a large percentage of standard perfumes, there is scarcely one that has not doubled in price since last fall, yet the enormous advance has not prevented their sale to the full extent of their availability, leaving the markets of the world virtually bare at the present time.

In a market remarkable for mounting prices it is a relief to be able to point out some products employed by the perfumer that are cheaper to buy than a month ago. Prominent among these are the oils of cloves, coriander, Bourbon vetiver and Bulgarian otto of rose. The latter has become rather plentiful as a result of Government allocations to the American markets through its agents here, and prices have receded quite markedly from the high valuations on the first lots shipped after the signing of the armistice. These first shipments coming on a bare market due to a complete cessation of imports during the war, were expected to readily yield the prices asked, but at the levels then fixed the oil had a slow movement. The lower prices that have been recently made have much more of an appeal to American buyers, and consumption is on the increase.

### Aromatic Chemicals.

With prices constantly climbing as the result of meager supplies, trade in the aromatic chemicals shows remarkable steadiness. A cause contributing to the broadening of demand for these products may be found in the paucity of supplies in the market for practically all natural essences. Producers find themselves in a position where it is difficult and in some cases impossible to furnish what is required of them, because of their inability to obtain even at ex-

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# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-10.00
Almond, F. P. A.	9.75-11.00
Almond, Artificial	1.50-1.75
Almond, Sweet True	1.00-1.20
Almond, Peach-Kernel	.50-.55
Amber, Crude	2.00
Amber, Rectified	2.25
Amyris balsamifera	8.50
Anise	1.60-1.65
Anise, Lead free	1.75
Aspic (spike)	2.25-2.50
Bay, Porto Rico	4.50
Bergamot, 35-36%	5.25
Birch (Sweet)	6.00-6.50
Birchtar, Crude	.75
Birchtar, Rectified	2.75
Bois de Rose, Femelle	15.00
Cade	1.00-1.10
Cajuput	.90-.95
Calamus	4.75-5.00
Camphor, Jap. "white"	.30-.35
Cananga, Java	5.00-5.25
Cananga, Java, Rectified	5.75-6.00
Caraway Seed	6.50-6.75
Cardamon	22.00-27.50
Carvol	13.00-14.00
Cassia, 75-80% Technical	2.40-2.50
Cassia, Lead free	2.50-2.60
Cassia, Redistilled	3.00
Cedar Leaf	2.25-2.50
Cedar Wood	.32
Celery	20.00-22.00
Cinnamon, Ceylon	28.00
Citronella, Ceylon	.70-.72%
Citronella, Java	1.00
Cloves, Zanzibar	3.85-3.95
Cloves, Bourbon	4.50-4.75
Copaiba	.95-1.00
Coriander	60.00-65.00
Croton	1.35
Cubeb	10.00
Cumin	10.00
Erigeron	7.75-8.00
Eucalyptus, Australian, 70%	1.00
Fennel, Sweet	3.00-3.25
Geranium, African	9.25-9.50
Geranium, Bourbon	8.25-8.50
Geranium, Turkish (palma rosa)	5.00-5.25
Ginger	7.50-8.00
Gingergrass	3.25
Guaiaac (Wood)	5.75-6.00
Hemlock	.95-1.10
Juniper Berries, Rectified	7.25-7.40
Lavender, English	24.00
Lavender, Fleurs	12.00-13.00
Lavender, Spanish	2.25-3.00
Lemon	1.75-2.00
Lemongrass	2.90
Limes, Distilled	1.15-1.25
Limes, expressed	4.00-4.25
Linaloe	6.50
Mace, distilled	1.65-1.75
Mustard, genuine	30.00
Mustard, artificial	8.50-9.00
Neroli, petale "Bigarade"	nominal
Neroli, Bigarade	120.00
Neroli, artificial	18.50-19.00
Nutmeg	1.65-1.75
Opoponax	nominal
Orange, bitter	4.50

Orange, sweet, West Ind.	5.00
Orange, sweet, Italian	6.50-7.00
Origanum	.50-.60
Orris Root, concrete, foreign	5.15-5.50
Orris Root, concrete, domestic	5.25-5.50
Orris Root, absolute, (oz.)	40.00-45.00
Parsley	8.00-8.25
Patchouly	24.00-25.00
Pennyroyal, American	2.00-2.25
Pennyroyal, French	1.75-2.00
Peppermint	8.25-8.50
Peppermint, redistilled	8.75-9.00
Petit Grain, So. American	4.25-4.75
Petit Grain, French	9.25-9.50
Pimento	4.25
Pine Needles, from Pinus	
Sylvestris	2.65-2.70
Rose, Bulgarian, (ounce)	13.50-15.00
Rose, French (ounce)	18.00-20.00
Rosemary, French	2.00-2.25
Rosemary, Spanish	1.75-2.00
Rue	4.50
Sage	4.50
Safron	nominal
Sandalwood, East India	11.00-11.25
Sassafras, artificial	1.00-1.05
Sassafras, natural	2.00-2.10
Savin, French	6.00-6.25
Snake Root	22.00
Spearmint	15.00
Spruce	1.00-1.10
Tansy	6.00-6.25
Thyme, French, red	2.00
Thyme, French, white	2.15-2.30
Thyme, Spanish, red	1.90-1.95
Vetivert Bourbon	15.50-16.00
Wintergreen (genuine gaultheria)	12.50-12.75
Wormseed	6.50-7.00
Wormwood	12.00-12.50
Ylang-Ylang, Bourbon	16.00-16.50
Ylang-Ylang, Manila	35.00-40.00

## AROMATIC CHEMICALS.

Acetophenone	8.50
Amyl Salicylate, dom.	2.25-2.50
Amyl Salicylate, for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde, foreign	12.50-12.75
Benzaldehyde, domestic	1.25-1.50
Benzaldehyde, F. F. C. domestic	1.75-2.00
Benzyl Acetate, domestic	2.25-2.50
Benzyl Acetate, foreign	5.50-5.75
Benzyl Alcohol	2.75-3.25
Benzyl Benzoate	5.00
Borneol	3.50
Bornylactate	5.50
Bromstyrol	10.00
Cinnamic Acid	7.25-7.50
Cinnamic Alcohol	40.00-45.00
Cinnamic Aldehyde	5.50
Citral	4.75
Citral C. P.	3.70-4.00
Citronellol, domestic	18.00-20.00
Citronellol, foreign	25.00
Cumarin, natural	nominal
Cumarin, artificial, dom.	8.00-9.00
Cumarin, artificial, for.	—
Diphenylmethane	2.25-2.50
Diphenyloxide	1.25-1.50

Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.50-1.60
Eugenol	10.00-13.00
Geraniol, domestic	3.25-3.50
Geraniol, foreign	5.00-5.25
Geraniol, from citronella	5.25-5.50
Geranyl Acetate	7.25
Heliotropin, domestic	4.00
Indol, C. P.	20.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	11.00-12.00
Linalol	9.00-13.00
Linalyl Acetate	15.00-18.00
Linalyl Benzoate	nominal
Methyl Anthranilate	16.00-18.00
Methyl Cinnamate	7.25-9.00
Methyl Heptenone	10.00-12.00
Methyl Heptene Carbon	125.00-140.00
Methyl Paracresol	16.00-25.00
Methyl Salicylate	.75-.80
Mirbane, rect. drums	.19-.21
Musk Ambrette	85.00-95.00
Musk Ketone	55.00-60.00
Musk Xylene	12.00-14.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	50.00-55.00
Phenylethyl Alcohol	40.00-50.00
Phenylacetic Acid	18.00
Rhodinol, domestic	nominal
Rhodinol, foreign	25.00
Skatol, C. P.	57.00
Terpineol, C. P., domestic	1.25-1.50
Terpineol, C. P., imported	1.75-2.00
Terpinyl Acetate	3.25
Thymol	12.00-12.50
Vanillin	1.00-1.10
Violet, artificial	12.00-18.00

## BEANS.

Tonka Beans, Para.	1.45-1.55
Tonka Beans, Angostura	1.75-2.00
Vanilla Beans, Mexican	4.50-5.75
Vanilla Beans, Cut.	3.50-3.75
Vanilla Beans, Bourbon whole	2.85-3.50
Vanilla Beans, Bourbon cuts	2.85-3.00
Vanilla Beans, Tahiti yellow label	nominal

## SUNDRIES.

Alcohol, cologne spirits, gallon	4.89-4.93
Ambergris, black, (oz.)	9.00-12.00
Ambergris, gray	27.50-30.00
Chalk, precipitated	.04-.10
Civet, horns (oz.)	2.75-3.25
Lanolin hydrous	25-.28
Lanolin anhydrous	35-.38
Menthol	13.75-14.00
Musk, Cab., pods, (oz.)	—
Musk, Cal., grains, (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	30.00-35.00
Musk, Tonquin, grains (oz.)	46.00-50.00
Orris Root, Florentine, whole	22-24
Orris Root, powd. & gran.	25-27
Rice Starch	30-32
Talc, Italian (ton)	nominal
Talc, French (ton)	nominal
Talc, domestic (ton)	20.00-40.00

## THE MARKET.

(Continued from page 380)

orbitant prices, enough of such materials as anise aldehyde, eugenol, linalyl acetate, chemically pure terpineol phenylethyl alcohol, citronella oil, to mention but a few of the principal ones. The shortage in labor, not to speak of its high cost when it is to be had, and the lack of proper transportation facilities due to the disorganization from which Europe is very slowly emerging, promise to add much further to the cost of all basic as well as finished products derived from the other side of the Atlantic, and renders remote the prospect for a return to normal conditions of production.

## Vanilla Beans.

Consumption of vanilla beans proceeds on a scale never equalled in any previous stage of the trade's history. Yet the policy of American buyers is conservative and notwithstanding the prospect that increasing competition of foreign dealers with our own importers for the purchase of supplies in primary markets, and the certainty that the steady attrition of stock will, when spring arrives, produce the usual result of an advance in prices, they are not to be persuaded to anticipate their requirements by a pound more than what they believe they will have an immediate or early use for. At present sellers appear to be content to book the steady flow of small orders on the basis of prices heretofore in effect.

The position of tonka beans presents nothing that warrants special comment, aside from the persistence of an unprecedentedly heavy demand from an extremely busy and prosperous tobacco trade, and the broadening market in Europe.

## FOREIGN CORRESPONDENCE.

(Continued from page 380)

French deposit bearing interest, the American exporter incurs little or no expense in connection with his American loans, as the interest paid in France offsets that he may have to pay in the United States.

## GERMANY.

POTASH PRICES.—The German Potash Council has assented to an increase, averaging 45 per cent., on the price of all potash products from December 1; but the Potash Syndicate states that the workers have given notice to terminate the old wages agreement, and that their new demands will entail an additional outlay of 56 million marks in wages, which, together with the advance in the cost of coals and other materials, renders the new increase insufficient to cover the extra cost of production.

## SPAIN.

SEVILLE'S OLIVE CROP.—Consul Robert Harnden, December 2, 1919, reports: The olive crop, for pickling in 1919, in the Province of Seville is estimated as 6,432,000 gallons. The fruit is considered to be of fair quality, although there is a small amount of "spotting," especially in the "Queen" variety. The crop of "Queens," or the large green olive, is estimated at 2,572,800 gallons, and the "Manzanilla," the small green olive used entirely for stuffing, at 3,859,200, or 40 per cent and 60 per cent, respectively, of the total crop. As yet nothing can be reported regarding the quantity of olives reserved for crushing for olive oil, as the harvest continues until late in February, depending on weather conditions. Shipping conditions are good at present. Labor conditions have been bad, but at present the situation is more settled, the workmen enjoying the benefits of high wages and short hours.

## TRADE-MARK REGISTRATIONS APPLIED FOR.

(Continued from page 379)

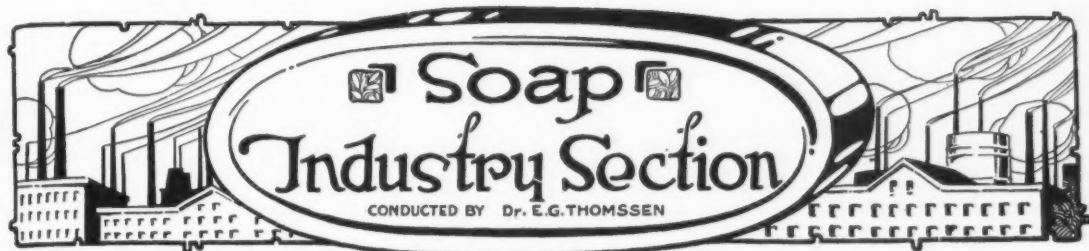
- 123,043.—The Schofield Oil Co., Inc., New York, N. Y. (Filed Sept. 23, 1919. Used since July 15, 1919.)—Soap.  
 123,102.—George Borgfeldt & Co., New York, N. Y. (Filed Sept. 25, 1919. Used since Sept. 8, 1919.)—Toilet Powder.  
 123,146.—Ungerer & Company, Inc., New York, N. Y. (Filed Sept. 25, 1919. Used since 1906.)—Resins and Volatile Oils for Imparting Scent to Toilet Preparations.  
 123,163.—Howard Bros. Chemical Co., Buffalo, N. Y. (Filed Sept. 26, 1919. Used since May 18, 1915.)—Soap.  
 123,191.—The J. B. Williams Company, Glastonbury, Conn. (Filed Sept. 26, 1919. Used since Sept. 10, 1919.)—Soap.  
 123,305.—F. B. Chamberlain Company, St. Louis, Mo. (Filed Oct. 1, 1919. Used since about Jan. 1, 1904.)—Flavoring Extracts for Foods.  
 123,309.—Denney & Denney, Philadelphia, Pa. (Filed Oct. 1, 1919. Used since January, 1918.)—Perfumes, Toilet Waters, Face-Powders, Talcum Powders, Brilliantines, Sachet-Powders and Rouges.  
 123,646.—Huntington Chemical Company, Huntington, Ind. (Filed Oct. 10, 1919. Used since Jan. 1, 1919.)—A Soap.  
 123,666.—Abraham Selz, Chicago, Ill. (Filed Oct. 10, 1919. Used since Sept. 1, 1916.)—A Dry Cleaner for Fabrics and Leather.  
 124,324.—The Washer Maid Company, Chicago, Ill. (Filed Oct. 29, 1919. Used since Aug. 15, 1919.)—Soap.  
 124,347.—H. Kohnstamm & Co., New York, N. Y. (Filed Oct. 30, 1919. Used since June 28, 1919.)—A Flavoring Extract for Foods.  
 124,348.—H. Kohnstamm & Co., New York, N. Y. (Filed Oct. 30, 1919. Used since June 28, 1919.)—Flavoring Extract for Foods.  
 124,380.—The Agra Company, Detroit, Mich. (Filed Oct. 31, 1919. Used since July 1, 1918.)—Soaps.  
 124,395.—Nickitas P. Economou, New York, N. Y. (Filed Oct. 31, 1919. Used since Sept. 10, 1919.)—Olive Oil.

## TRADE-MARK PROTECTION IN CHINA.

In regard to the growing tendency on the part of Japanese and Chinese manufacturers to place on the market in China products bearing trade-marks in imitation of those of standard American products which already have a considerable sale in the Chinese market, the American Chamber of Commerce of China, in a communication to Commercial Attaché Julean Arnold, of Shanghai, China, says:

"Although the Chinese Government has not yet enacted regulations acceptable to the treaty powers for the protection of trade-marks, effective protection can be secured through tentative registration at the American consulate and with the Chinese Maritime Customs at Shanghai, provided the manufacturers instruct their agents or other representatives in China to institute action through the American consular officials and Chinese authorities against the Chinese shops offering for sale any product bearing imitations of their mark. As the firms themselves can not, in all cases, prosecute Chinese dealers who have other business relations with them than those having to do with the sales of products bearing imitated trade-marks of articles for which they are agents, it is suggested that manufacturers instruct their agents and representative to retain, at the manufacturers' expense, legal counsel when necessary in the protection of their trade-marks. The legal expenses need not be great, in fact, it would be a comparatively small item, if action were taken in the first instance when the imitations appeared on the market. After an imitated article has established itself, it is always a difficult matter to root it out. Negligence on the part of one manufacturer to protect his products makes it more difficult for others to protest theirs, whereas vigilance on the part of one is not only helpful to that manufacturer but is beneficial to American trade generally.

"American manufacturers seeking markets in China should, by virtue of the Japanese-American treaty on mutual protection of trade-marks in China, arrange for the registration in Japan of their marks."



### 1919 SOAP TRADE'S WORST YEAR.

S. W. Eckman, president of B. T. Babbitt, Inc., in a review of soap trade conditions in 1919 and the outlook for 1920, says, in part:

"Prices of all fats and oils were going up continually and it was the general consensus of opinion that soap prices must skyrocket. The fact of the matter was that, although the cost for the manufacture of soap approximately tripled during the war, the cost to the consumer never got above double the pre-war cost, and hardly reached that. The reason for this was that the soap maker set off against the price of his soap the value of the glycerine and in that way was able to keep the price of soap down \$1 per box or more below the price which would have been required had glycerine been selling at its normal value.

"The result of the general situation was that during the last year of the war, Mrs. Consumer, instead of buying 25c or 50c worth of soap, bought a box, or two or three boxes, and put it away. Mr. Retailer, instead of buying five or ten boxes, bought 50 or 100 boxes and filled his cellar. Mr. Jobber, instead of buying 100 boxes, bought 1,000; so that at the time of the armistice there was a very large supply of soap in the hands of distributors and consumers all over the country.

"One jobber has recently circularized the wholesale grocery trade, offering 14,000 cases of different brands of laundry soap, which he evidently has had on hand since before the end of the war. If he has this much surplus a year after the war is over, one can imagine how many thousands of cases he must have had when the armistice was declared.

"The result of all this was that the soap manufacturers found sales dropping off almost to the vanishing point during the early months of 1919. In many instances factories were closed down entirely, and in every instance they were run on part time after all the available storage capacity was filled up.

"Along in February practically every manufacturer was in the same boat, in so far as heavy accumulation of manufactured stock was concerned. At about that time the raw materials had dropped to considerably under half their value at the time of the armistice, and then the manufacturers began the glorious game of cutting their prices to conform to the new price level of the raw materials.

"This in spite of the fact that glycerine had dropped off to its pre-war price, and also that the goods on hand with the manufacturers had all been made at full war-time cost, or in fact at still higher costs because of the low production when storage space was exhausted.

"Then began the rebating to the jobbers to the extent of as much as \$1.50 per box, and immediately after this

operation had been gone through, raw materials began to go up, due somewhat to European exportations, with the result that soap manufacturers were compelled to raise their prices again. In June and July the volume of business throughout the country and for export was exceedingly large, but it is safe to predict that in the disposal of the large stocks accumulated in the late winter and early spring, the manufacturers as a rule lost money because these goods were made with high priced stock at a time of reduced factory production with consequent high overhead costs. These features were not taken into consideration at all in the price of the soap to the trade.

"By September a decided slump had come about. With the talk emanating from Washington and going the round of the press to the effect that the high cost of living was sure to come down very soon as a result of governmental efforts, normal sales were impossible. Stocks accumulated in the hands of manufacturers again, and it was not until people began to realize, along in October and November, that the talk about reducing the high cost of living was largely political gossip, that they came into the market and bought their normal requirements of soap.

"All this time factory costs had, as a rule, been advancing steadily, with from one to four labor advances during the year. Paper, coal, box shooks and other cost items advanced also.

"Thus we can summarize 1919 in the words of the Pope as 'One of the most disastrous years of history.' It is an ill wind that blows nobody good, however, and we are looking to the future with considerable hope born of having weathered this cyclone. Good has resulted along several lines. In the first place, the indiscriminate price protection proposition has been discontinued and will never be reinstated.

"At the present time the general rule is to protect jobbers' stocks against decline for ten days after the arrival of the goods at the jobbers' warehouse. A hearing is to be held shortly before the Federal Trade Commission to determine just what the Commission's attitude is on the protection proposition, and in the trade it is hoped that they will see the wisdom of the present policy on the part of the soap manufacturers. To have had in effect such a trade practice last spring would have saved the soap manufacturers some millions of dollars.

"Then, too, it is hoped that as a result of co-operation caused by the war the soap manufacturers will get together hereafter more frequently than in the past and discuss matters of common interest along the lines urged by Government authorities. A great many of them already belong to the American Specialty Manufacturers' Association, and probably all the principal ones will join this organization and its soap section.

"For the immediate present the trend of raw material prices is decidedly higher. If credits are extended to Europe and large purchases are made of fats, oils and soaps, there is no doubt but that soap prices will have to advance, and in fact they have been, on a level of from 50c to \$1 below what conditions justified for a long time past.

"With tallow, rosin and labor costing the manufacturer today from three to four times what they cost in pre-war times, it is only reasonable to expect that ultimately the finished soap will have to cost the consumer on the same basis."

# INVESTIGATIONS OF THE CATALYTIC REDUCTION OF FATS WITH PALLADIUM\*

By F. F. Nord, Berlin-Dahlem, Chem.-Technical Institute of the Technical High School, Karlsruhe i. B.

The many defects of the chemical and electro-chemical methods for the transformation of liquid fats into solid products made it impossible for them to gain even a passing practical importance, but the problem of the technical improvement of these fats has now been actually solved by the investigations of Sabatier and Senderens, which resulted in the perfection of a number of new processes.

J. B. Senderens, d'Andogne de Sérèze and R. Chefdobien in Toulouse were the first scientists to develop a serviceable technical method for the catalytic reduction of organic substances. They conduct the substance to be hydrogenized in vaporous form and together with hydrogen over heated copper, nickel, cobalt, iron or platinum. The hydrogen may be used in a pure state, or in combinations of reductive action, for instance hydrogen gas. Sabatier and his collaborators, however, did not yet use this process for fats.

The idea of the Sabatier reduction method was taken up by the Herford Lubricator and Oil Works, Leprince and Siveke in Herford, who developed a process for the transformation of oleic acid into stearic acid. According to this method the vapors of oleic acid are mixed with hydrogen and conducted over finely diffused nickel. The nickel and hydrogen form, probably intermediary, a highly unstable hydride which retransmits its hydrogen at once to the oleic acid.

The process patented in England by Normann differs from the one mentioned only in one respect: the hydrogen carrier is precipitated on pumice stone.

The two patents of E. Erdmann, Halle a. S., are similar. The unsaturated substance, for instance oleic acid or linoleic acid ethyl ester, either atomized or in the form of fine drops is simultaneously with hydrogen brought into contact with the catalyst—generally finely diffused nickel. According to experience the saturated combinations always boil at a lower temperature than the corresponding unsaturated substances, and a separation is therefore easily accomplishable, especially on a large scale. The most important advantage of this process is that the final product can easily be obtained in a pure condition, and that a quicker separation of the oil from the catalytically active substance is accomplished. The catalyst thus retains its strength much longer.

Kayser describes a process which exposes the hydrogen carrier and oil to a temperature of 150-160 degrees, while active hydrogen is kept in motion mechanically. Later Kayser explains this change of the method with an increased activity of the hydrogen carrier precipitated on diatomaceous earth.

Recently Erdmann and Bediord have also worked out a process for the pyrogenic hydrogenation of fats by the use of metal oxides, especially nickel oxide.

Three and one-half years ago two methods became known which attracted some interest. Testrup and later Wilbuschewitsch sprayed the catalyst into tanks, in which hydrogen was under a pressure of fifteen atmospheres.

Ten to fifteen of these tanks are connected with each other and in the last one the hydrogen pressure is kept at a pressure of 12 atmospheres. This arrangement makes a compressor unnecessary. If the plant is working continuously the reaction product is said to have the iodine number at 50. The quantity of the catalyst (finely diffused palladium, or better nickel) is 2-3 per cent of the weight of the oil used, and the reaction temperature about 160-170 degrees.

Of the method of Wilbuschewitsch, which is in the main identical with the one mentioned, but much more complicated, Goldschmidt says that the hydrogen pressure makes the reaction possible already at temperatures between 100 degrees and 160 degrees, so that the oil is probably not injured by the temperature to which it is subjected.<sup>2</sup>

Shukoff accomplishes the hydrogenation with nickel which is obtained from nickel carbonyl with carbon monoxide. The nickel carbonyl dissolved in oil is reduced at 180 degrees, and after the introduction of carbon monoxide has been stopped hydrogen is introduced at a temperature of about 120-140 degrees.

The methods of C. Ellis are described in several patents and make use of a fixed catalyst, over which the oil and hydrogen pass in an inverse current. The catalyst is generally embedded on rising shelves in troughs, over which the oil trickles. The transformation into solid fat is said to be accomplished momentarily.

Finally the methods of Wimmer and Higgins and the Central Stock Company in Kruschwitz (Northern Bohemia) may be mentioned. According to the former process the fats are to be exposed to the action of hydrogen at temperatures of 170-215 degrees in the presence of powdery or concentrated hydrous solutions of nickel formate or acetate. Most expediently the oil mixed with the salt is brought into contact with hydrogen under pressure in fine diffusion.

According to the second method the carrier (NiO) is suspended in the oil charge in quantities of 0.1 to 0.25% of the latter and treated with electrolyte hydrogen of 10 atmospheres excess pressure at a temperature above 150-200 degrees. The oil charge has to be purified carefully and it may be necessary to bleach it with franconite. The reaction product is removed with the aid of compressed air after the completion of the hydrogenation process.

All of the described methods, some of which have been in use for years, have the disadvantage that the hydrogenation has to take place in a comparatively high temperature. They were unable to secure a predominating position for themselves, because the decomposition and the formation of undesirable by-products under the influence of nickel was very considerable. The fact has also to be taken into consideration, that in the use of the hydrogenized products for eating and other special purposes, the

\*This work was completed in November, 1912, but the war conditions prevented the publication until now.

<sup>2</sup>In the Bremen-Besigheim Oil Works, where this process is used, the catalyst is first triturated into an emulsion-like mass with the substance to be hydrogenized and then added to the fat.

\*From *Zeitschrift fuer Angewandte Chemie*, vol. 1, p. 305; Sept. 26, 1919.



small traces of the dissolved nickel combinations, which served as catalyzers, may act as poisons. This is especially to be feared, if the original materials contain considerable quantities of free fatty acids which, for instance, amount to 2.5 per cent in the raw oil of the sesame oil. Suspended nickel may also be present, if the filter presses act faultily. These scruples are all the more justified, because nickel, the most effective of the base metal catalyzers, was principally used heretofore. Very considerable quantities of the base metals are necessary to reach the run even approximately.

In contrast with the mentioned processes the hydrogenation of the fats with the aid of the noble metals, especially palladium, offers many advantages. The noble metals not only produce a much higher reaction velocity, but they also have the advantage that they make the hydrogenation possible even in ordinary temperature, and that a slight heating suffices for the complete liquefaction of the fats. This makes decompositions practically impossible.

The whole problem of the use of the processes for the hydrogenation of fats with noble metals as catalyzers centers in the question of the complete regeneration of the platinum and palladium. These much more elegant methods can only enter into competition with the hydrogenation with such cheap materials as nickel, if the practically quantitative recovery of the platinum or palladium is possible.<sup>4</sup>

Discussing the methods of catalytic reduction G. Heffer writes: "The practical use of these laboratory tests is made very difficult by the fact that the contact substance may easily be poisoned. For this reason all of the contact methods are regarded skeptically even today. In view of the skepticism with which the sulfuric acid technicians greeted Winkler's contact process, and in view of the fact that more than ten years of hard work were necessary to develop this method, which now, in spite of all difficulties, victoriously dominates the manufacture of sulfuric acid, the utilization of the contact processes in the fat industry cannot be rejected without further investigation."

The oldest one of the processes for the hydrogenation with platinum metals, aside from the method already mentioned by me and to be discussed in detail later on, is that of D. T. Day, who treats the liquid hydrocarbons with hydrogen or ethylene under pressure of 50 atmospheres and in the presence of platinum black or platinum sponge. This treatment removes the disagreeable odors of the carbohydrates and the combustibility is increased.

According to the method used by the Chemical Works Charlottenburg, Ltd., palladium is precipitated from its salt solutions upon finely disseminated metals, and the product obtained in this manner is used as a catalyzer. Metal oxides and metal carbonates in finely diffused form may also be used to advantage for this purpose. Furthermore, indifferent substances which do not act anti-cata-

lytically may be saturated with solution of palladium salts and treated with sodium carbonate before the reduction takes place. This method is very serviceable, but it has the disadvantage that the catalytic action of the palladium is not inconsiderably hampered by the carrier of the latter. Another disadvantage is that large quantities of contact substance are necessary.

Finally it may be mentioned that the firm H. Schlinck & Co. in Hamburg has obtained a patent for a continuous hydrogenation process. This process makes use of a perforated centrifugal drum through which the fat and hydrogen are passed in such a manner that they meet frictional resistance from the palladium carrier forming the lining of the drum.

My own method is based on the use of small quantities of palladium chloride, which are added to the substances to be reduced, together with a protective colloid like gum arabic or tragacanth, before the solution is exposed to the action of the hydrogen. The protective colloid permits the reduction in an acid solution. This method has already stood the test in the hydrogenation of other substances, but in the course of the experiments changes of the process became necessary, and the hydrogenation of different fats required different methods of execution.

The hydrogenation of fat with colloid palladium was not possible, because the higher temperature caused flaking of the palladium. It was also found difficult to keep the fats in homogeneous solution. This was sufficiently proved by the use of large quantities of alcohol for the reduction of olive oil. The process became so expensive that it either had to be improved, or given up.

The experiments demonstrated that with a protective colloid the reduction of the camphene could be accomplished in a hydrochloric acid solution. The possibility of this working method was therefore established and the danger avoided, that the palladium might be exhausted and eliminated from the solution too quickly.

This method of hydrogenation in hydrochloric acid solution was used by me in principle also for the reduction of fats. The mentioned processes always require large quantities of alcohol, to keep the solution of the substance to be hydrogenized in homogeneous mixture with the water used. It has now been ascertained that this solvent is entirely unnecessary, and that small quantities of an emulsifier render the same service. In the hydrogenation of Japan train oil the use of alcohol as an emulsifier, instead of gum arabic, produced a slight advantage, but the latter appears immaterial, when the high cost of alcohol for technical purposes is taken into consideration. Externally the products obtained by the two methods showed no difference.

Small quantities of gum arabic were used as emulsifier, about 1/500 of the quantity of fat to be hydrogenized. The use of tragacanth produced decidedly less favorable results. It was also found advantageous to heat the mixture to be reduced before it is exposed to the hydrogen. However, this measure is limited by the fact that in a higher temperature the palladium is flaked in finer suspension from the palladium chloride, than in ordinary temperature.

Of the vegetable fats peanut oil, soya bean oil and rapeseed oil were smoothly reduced to a very low iodine number by this process, that is transformed into the saturated glycerin esters corresponding with the unsaturated esters. The reduction of castor oil in the presence of hydro-

<sup>4</sup>According to the experience of the Bremen-Besigheim Oil Works the presence of nickel can be ascertained by the following expedient method: Five to 10 grams of fat are placed in a test tube with an equal quantity of concentrated hydrochloric acid and heated in the water bath for half an hour under repeated shaking. After filtration the acid extract is evaporated in a porcelain bowl. The residue is treated with a 1% alcoholic solution of dimethylated glyoxin. If nickel is present a red coloration appears, and it sometimes becomes stronger after the addition of a small quantity of ammonia. In this manner values of 0.0060% and 0.0045% of  $\text{Ni}_2\text{O}_3$  content were determined.

<sup>5</sup>With the process used by the United Chemical Works Charlottenburg the losses of palladium are said to amount to 5-7% of the catalyzer used, or 1.20 to 1.40 marks per 100 kilograms of fat.

chloric acid produced a solid fat, but it was discovered that the two hydroxyl groups of the castor oil had been separated under the influence of the hydrochloric acid, and that the obtained product was not the oxyester corresponding with the castor oil, but the glycerin ester of the corresponding non-hydroxyl fatty acid.

The hydrogenation of Japan train oil showed that it is best to omit the addition of hydrochloric acid, so that the reduction takes place in a practically neutral solution, until hydrochloric acid is separated from the palladious chloride by the hydrogen.

#### EXPERIMENTAL PART

It would have been desirable for the experiments to measure the absorption of hydrogen directly, but this was impossible. The increase of the temperature and a considerable excess of gas pressure would have required a complicated and expensive apparatus. Under the circumstances I had to content myself with the observation of the hydrogen absorption through the differences in the pressure.

The apparatus used was in the main an autoclave with a stirring apparatus. The other vessel consisted of a steel cylinder and was fitted with coniform traps on both ends. The upper trap contained the stirrer which moved in gas-tight boxes. The lower part of the stirrer which projected into the liquid was made of glass. To prevent the catalyzer from coming into contact with the metal the cylinder was contained a glass vessel. On the outside of the steel cylinder was surrounded by an electric furnace with a casing of nickel wire. The stirrer was kept in rapid rotating motion by an electric motor.

The pressure was measured with the aid of a gauge connected with the cylinder. The hydrogen supply was taken directly from a steel tank and regulated by a reducing valve. At certain intervals the exhausted hydrogen was replenished by new charges, and in this manner a fixed excess pressure was maintained.

#### 1. REDUCTION OF RAPESEED OIL

The iodine number of the used product was 101. Fifty grams of this oil were mixed with 200 ccm. alcohol, 30 ccm. water, 12 ccm. concentrated hydrochloric acid and 10 ccm. of a 1 per cent solution of palladious chloride. This mixture was heated to 90-100 degrees and stirred in the presence of hydrogen under an excess pressure of 10 atmospheres, until the absorption of hydrogen ceased.

Time in hours	Temp. in °C	Pressure in atmospheres	Excess Pressure in atm.	Difference
½	18	10.0	10	0.0
1½	50	10.0	10	0.0
2	74	9.5	10	0.5
3	92	8.2	10	1.8
4½	95	8.0	10	2.0
6½	90	7.6	10	2.4
7¼	92	9.0	10	1.0
8	92	9.5	10	0.5
9	90	10.0	10	0.0

After cooling the resultant product formed a solid, grayish white substance, which was purified by washing with water, remelting and decantation of the precipitated palladium. The hydrogenized product now had the iodine number 15.6 and it could be melted at 48.53°.

This test proves that it is not necessary to dissolve the substance completely for the reduction (the solubility of rapeseed oil in alcohol only amounts to 0.53%), and that

on the contrary the solution of relatively small quantities is sufficient to accomplish a practically very good hydrogenating solution. The heating process in this case apparently promotes the alternating solution of the different parts of the substance in the comparatively small quantity of solvent and in this manner the saturation with hydrogen can be carried out, until the given low iodine number is reached.

#### 2. REDUCTION OF SOYA BEAN OIL

The experience gained in the described experiment, that a small quantity of alcohol as solvent for the fat to be hydrogenized is sufficient to assure the hydrogenation even in unhomogeneous mixture, tempted me to ascertain, whether the solvent could not be replaced by a small quantity of emulsifier, for instance, gum arabic or tragacanth. This appeared desirable on account of the expensiveness of the alcohol. The alcohol was therefore omitted for the present test and gum arabic used in its place.

Fifty grams of soya bean oil (iodine number 123) were mixed ccm. of a one per cent solution of palladious chloride, 10 ccm. of a one per cent solution of gum arabic and 10 ccm. of concentrated hydrochloric acid and stirred with hydrogen of 8 atmospheres excess pressure in a temperature of 60-70°, until the absorption of hydrogen practically ceased after about ten hours.

There was also a slight change in the execution of the experiment. For the first test the autoclave was heated after receiving the charge of hydrogen, while for the present reduction the heating was carried out first and the hydrogen introduced afterward. The reason for this was the observation that the palladium is precipitated in finer suspension from a warm solution of palladious chloride by the introduction of hydrogen, than from a cold one, and that it is thus kept in more active form. The results of this test and the following ones seem to confirm this observation.

Time in hours	Temp. in °C	Pressure in atmospheres	Excess Pressure in atm.	Difference
5/6	59	8.0	8	0.0
1¾	68	4.2	8	3.8
3¾	67	6.0	8	2.0
6¾	69	7.2	8	0.8
10	68	7.9	8	0.1

The easily fusible oil of the iodine number 122.8 was transformed in ten hours' time of experimentation into a very solid white substance, which after purification had the iodine number 6.5 and the melting point of 55-58°.

(To be continued)

#### German Patent for Soap Substitute.

Dr. J. Perl & Co., Ltd., Berlin-Tempelhof.—A soap substitute is obtained by producing magnesium cement by heating magnesium of low specific gravity and adding carbonate of magnesium, bariumsulfide, caolin or other finely powdered substances before the solidification sets in. By this method cakes are obtained which look like soap and can be cut in the same manner as the latter. The action of the cakes is cleansing on account of their magnesium oxide and magnesium oxychloride contents. They have the same strong lathering qualities as genuine soap and in use, when rubbed with water, they do not secrete any powder, but with a spongy, lathery substance. (German Patent 308069 of 3/6, 1916; issued 12/10, 1918.) —Zeitschrift fuer angewandte Chemie. Nov. 15, 1918.

## NOVEMBER SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in November, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria-Hungary, \$9,705, (\$11,426); Azores and Madeira Islands \$44, (\$.....); Belgium, \$59,627, (\$188,290); Denmark, \$26,338, (\$33,736); Finland, ..... (\$1,500); France, \$1,591, (\$6,731); Germany, \$8,236, (\$16,371); Greece, \$2,401, (\$399); Italy, \$45, (\$185); Netherlands, \$8,496, (\$72,173); Norway, \$5,139, (\$23,388); Portugal, \$16,190, (.....); Roumania, ..... (\$6); Russia in Europe, \$3,307, (.....); Serbia, Montenegro, etc., \$750, (\$1,200); Spain, \$290, (.....); Sweden, \$14,574, (\$20,525); Switzerland, \$5, (\$100); Turkey in Europe, \$53, (\$1,922); England, \$37,385, (\$190,902); Scotland, ..... (\$9,420); Bermuda, \$211 (\$1,287); British Honduras, \$810, (\$2,300); Canada, \$57,583, (\$92,886); Costa Rica, \$447, (\$317); Guatemala, \$4,571, (\$537); Honduras, \$699, (\$2,759); Nicaragua, \$3,751, (\$3,536); Panama, \$7,316, (\$11,840); Salvador, \$2,274, (\$18); Mexico, \$9,765, (\$430,245); Miquelon, Langley, etc., \$461, (\$1,725); Newfoundland and Labrador, \$314, (\$3,970); Barbados, \$679, (\$2,584); Jamaica, \$2,175, (\$8,949); Trinidad and Tobago, \$1,276, (\$1,596); Other British West Indies, \$466, (\$4,174); Cuba, \$41,436, (\$103,782); Danish West Indies, \$381, (\$1,066); Dutch West Indies, \$271, (\$797); French West Indies, \$183, (\$9,046); Haiti, \$1,705, (\$57,469); Dominican Republic, \$7,450, (\$51,620); Argentina, \$9,475, (\$15,681); Bolivia, \$3,300, (\$2,336); Brazil, \$1,524, (\$1,617); Chile, \$5,594, (\$2,969); Colombia, \$3,032, (\$684); Ecuador, \$2,425, (\$9,969); British Guiana, \$195, (\$2,063); Dutch Guiana, \$305, (\$647); French Guiana, ..... (\$256); Paraguay, \$600, (\$2,853); Peru, \$8,593, (\$1,177); Uruguay, \$339, (\$203); Venezuela, \$3,245, (\$538); China, \$5,674, (\$2,331); Japanese China, \$1,350, (.....); Chosen, \$64, (\$311); British India, \$1,145, (\$5); Straits Settlements, \$3,878, (\$2,383); Other British East Indies, \$4, (\$75); Dutch East Indies, \$3,036, (\$707); French East Indies, \$924, (.....); Hongkong, \$390, (\$1,251); Japan, \$33,038, (\$438); Russia in Asia, \$626, (\$7,400); Siam, \$813, (\$37); Turkey in Asia, \$1,558, (\$210); Australia, \$3,151, (\$1,486); New Zealand, \$2,009, (\$218); Other British Oceania, \$62, (.....); French Oceania, \$389, (\$362); German Oceania, \$24, (.....); Philippine Islands, \$28,842, (\$17,494); Belgian Congo, \$116, (\$6); British West Africa, \$163, (.....); British South Africa, \$1,787, (\$170); British East Africa, \$25, (.....); French Africa, \$283, (\$617); Portuguese Africa, \$264, (\$222); Egypt, \$1,230, (\$9). Total, \$467,872, (\$1,447,502).

## Wool Grease Investigation Progresses Satisfactorily.

The wool grease investigation which is being conducted by experts of the Bureau of Chemistry, Department of Agriculture, is progressing most satisfactorily and much has been accomplished in the way of discovering practical methods for the extraction of valuable properties contained in wool-scouring residue heretofore considered useless. The investigation has now reached such a point that the bureau is sending a man out to procure numerous samples which will enable the laboratory experts to determine the maximum, minimum and average percentage of grease, potash and albuminous substances obtainable.

## Glycerine Figures for September.

According to figures which have been made public by the Department of Commerce, there was 354,303 lbs. of glycerine exported from the United States during September valued at \$82,597. The import of glycerine during the same month totaled \$490,223 lbs., valued at \$50,882.

## Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

## Vegetable Oils.

Notwithstanding the disappointment of hopes of a large export trade by the great depreciation of European money in the foreign exchange market, practically every article on the list has made a substantial advance in price since the year opened as the result in most cases of decreased supplies and expanding home consumption.

Two features stand out in a market that is always interesting, the more so since the conditions produced by the cutting off of usual source of supply by the war are beginning to react to causes created by the reconstruction following that great event. While European production of cocoanut oil was virtually suspended during the continuance of the conflict and lack of tonnage kept South Sea and the Far East from sending their product to this or other countries, an industry was built up here that exceeded in its magnitude all anticipation, for not only was it virtually the sole source of supply during most of the last four years for consumers of cocoanut oil for technical purposes, but an immense business has been built up in the edible grade, being made possible by the constantly mounting cost of butter for which it has proved itself to be a highly acceptable substitute. Domestic manufacturers are now finding increasing competition from Oriental producers, notably the Philippines and Java, and from parishes in islands of the South Pacific. Not only that, but supplies of copra, then raw material, have been largely curtailed by their retention at points of origin to be converted there into oil, and the cost to import what may be secured has very greatly increased. The cocoanut oils notwithstanding the foreign competition have participated in the general advance in greases, but buyers are wary and operate along most conservative lines.

The other striking feature above alluded to is a further sharp rise in the price of olive oil. Demands for supplies made by France and Italy on Spain, hitherto the chief reservoir for the United States, has caused the placing of an embargo on shipments of Spanish sulphur oil, that action, which was taken on January 7 being hastened by strikes and lockouts in the principal Spanish factories threatening failure of supplies for home consumption. At the same time the quantity of edible olive oil that may be exported from Spain has been sharply restricted.

## Industrial Chemicals.

Export business is responsible for a rise in prices for alkali products since the year opened or rather a continuance of the upward movement which set in during last December as a consequence of unusual conditions. Added to the heavy demand from foreign buyers is a moderately increased buying interest in house consuming quarters. This combined demand found the market poorly equipped to provide for the urgent needs presented since prompt delivery was in all cases required. Manufacturers handicapped by the labor troubles in 1919, have fallen much behind on contract deliveries, for which reason stocks in second hands, available for general market purposes have been at all times much below normal and most of the time inadequate to meet the requirements of exporters and the home trade. Competitive bidding for what was available has had the inevitable effect on market values, and there appears to be no prospect of an early reaction from present high prices.

Similarly export demand added to reviving home trade has caused a rise in prices for potash, carbonate and caustic, the available spot supply of which is relatively small. Otherwise important developments in connection with the chemicals employed by soapmakers have been lacking. Deferred hopes of a ratification of peace by the United States, unsettled financial conditions and uncertainty with reference to labor, combine to foster a spirit of conservatism in manufacturing and distributing branches alike, which is seen in the curtailment of all activities that are not dependent upon current conditions of supply and demand.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW.

The recent advance in tallow halted at 18c. a lb., at which considerable New York special tallow was taken by soap manufacturers here; no further sales occurring to indicate the market values.

In the meantime large quantities of country tallow, also of local production, were offered at weakening prices, with soapmakers following the market only by successive purchases, 18c.-14c. a lb., down, with the result that what totals into considerable weight has been sold during the past ten days at falling prices.

The latest sales of good tallow in tierces have been at 17c.-17½c. a lb.; while, on the other hand, the New York special market is still quoted, nominally, 18c. a lb.

The recent advance of New York City special from 15½c. to 16c. and then by a sudden spurt to 18c., without intervening sales, indicated that this halting period might be expected, and that meanwhile accumulations coming on the market would be disposed of at concessions.

While some underlying conditions favor sustained values, we have to deal also with technical conditions involving compulsory resales on the part of speculative purchasers, and until this stock is visibly off the market it is unlikely that the advance will be renewed.

The recent buying of soapmakers here has been rather urgent, indicating that their supplies had run low, probably in anticipation of a further break in the market which they had expected at the time when New York special touched 15½c., but inasmuch as they have now absorbed considerable quantities of spot, nearby, and for shipment during next month, the probability for stronger or higher prices within the very near future seems small.

TOBIAS T. PERGAMENT.

New York, January 20, 1920.

### GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

Since our last letter, the chemically pure market has advanced to 25c. per lb., in bulk, and one of the refiners has been asking 26c. Early this month refiners here secured 1,000 tons of English crude at a price below the domestic market, and part of this purchase is said to be already on the way, and it is likely that delivery will be completed during the first half of February; this has relieved the situation considerably, so far at least as two of the refiners are concerned, and has enabled them to keep out of the domestic market; others refiners have also made foreign purchases, so that, on the whole, even with the consumption of refined as good as it has been, there is not the demand for the raw material; there has also been a purchase made by the large powder makers of 200 tons of Italian dynamite glycerine, of high grade, for prompt shipment, from Italy, at a price which will figure out 3c. per lb. below the figure they would have had to pay for it here. As a result the market is easier, and indications

point to a reaction, although it may not be an extensive one, provided the British glycerine is placed on this market in a discriminating way; there is a large amount of this material in Great Britain, and if it is forced on us, in round quantities, it will be very detrimental to prices. Imports of glycerine for the month of November were 1,379,000 lbs., which were the highest for any month since May, 1916; on the other hand, exports only ran 231,000 lbs.

Tallow improved considerably during the month, but is now weaker and it is expected to go lower.

January 20, 1920.

(Continued on previous page)

### SOAP MATERIALS.

#### Tallow and Grease.

Tallow, Special, City, New York, per lb., 17½c.  
Tallow, Edible, New York, per lb., 18½c.  
Tallow, Prime Packers, 17-17½c. (Chicago).  
Tallow, Edible, 17½-18c. (Chicago).  
Grease, yellow, per lb., 14½-15c.  
Grease, brown, per lb., 14-14½c.

#### Miscellaneous.

Rosin—Savannah. Rec. 24—Common to good per bbl.,  
\$18.15@18.20; G. \$18.15@18.20; \$19.20; w.  
\$18.20@18.25; D. \$18.20@18.25; E. \$18.20@18.35; F.  
\$18.15@18.20; G. \$18.15@18.20; H. \$18.25@18.30; I.  
\$18.40@18.50; K. \$19.50; M. \$20.60.  
\$20.19; W. G. \$21.20; W.-W. \$22.10.  
Starch, Pearl, per 100 lbs., \$4.97@5.19.  
Starch, powdered, per 100 lbs., \$5.12@5.34.  
Stearic acid, single pressed, per lb., 27c.  
" " double pressed, per lb., 28c.  
" " triple pressed, per lb., 32c.  
Glycerine, C. P., per lb., 25c.  
Glycerine, dynamite, per lb., 24@25c.  
Soap, lye, crude, 80 per cent, loose per lb., 1\*6½@16½c.  
Soap, lye, saponification, 80 per cent, loose, per lb., 17¼@17½c.

#### Oils.

Cocoanut, edible, per lb., 22@22½c.  
Cocoanut, Cochín, E. L., per lb., nominal.  
Cocoanut, Cochín, Dom., per lb., 20c.  
Cocoanut, Ceylon, Dom., per lb., 19¼@19½c.  
Palm, Lagos, per lb., 18@18¼c.  
Palm, Niger, per lb., 17@17¼c.  
Palm, Liberian, per lb., 16½@16¾c.  
Palm, Kernal, per lb., nominal, 21½c.  
Cotton, crude, per lb., f.o.b. mill 20c.  
Cotton, refined, per lb., New York, 21½@22¼c.  
Soya Bean, per lb., 18½@19c.  
Corn, crude, per lb., 19@19½c.  
Corn, refined, per gal., \$3.00@3.25.  
Castor, No. 1, per lb., 20c.  
Castor, No. 3, per lb., 19c.  
Peanut, crude, per lb., 24c.  
Peanut, refined, per lb., 27½@28c.  
Olive, denatured, per gal., \$3.10@3.25.  
Olive, Fouts, prime green, per lb., 21@22c.

#### Chemicals.

Soda, caustic, 76 per cent, per 100 lbs., 4½@4.60c.  
Soda Ash, 58 per cent, per 100 lbs., \$2.20@2.30.  
Potash, Caustic, 88@92 per cent, per lb., f.o.b. Works, 28@30c.  
Potash, Caustic, 70@75 per cent, f.o.b. Works, per lb., 23@25c.  
Potash, Carbonate, 80-85 per cent, per lb., New York, 33@35c.  
Salt, common, fine, per 100 lbs., \$1.55@1.60.  
Sulphuric Acid, 60° per cent, per ton, \$18.00@19.00.  
Sulphuric Acid, 66° per cent, per ton, \$22.00@23.00.  
Borax, crystals, per lb., 8½@8¾c.  
Borax, granular, per lb., 8¼@8¾c.  
Zinc Oxide, American, per lb., 9¼@9¾c.

New York, Jan. 20, 1920.



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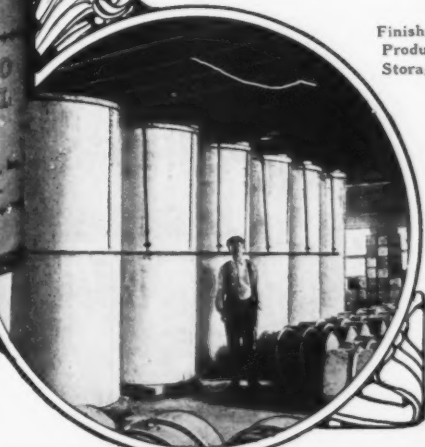
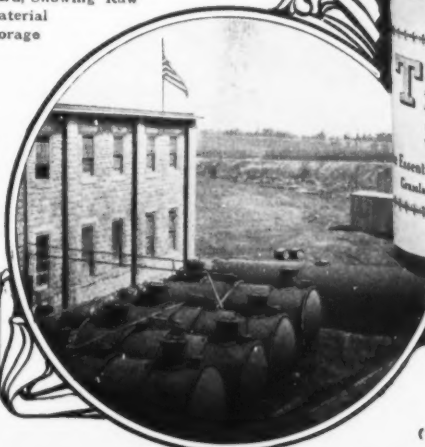
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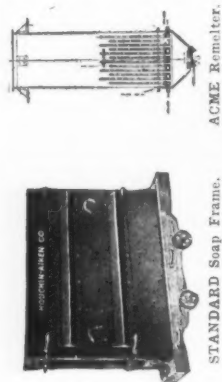
WILL NOT DISCOLOR



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

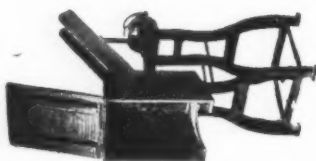
IMPORTERS—MANUFACTURERS—EXPORTERS



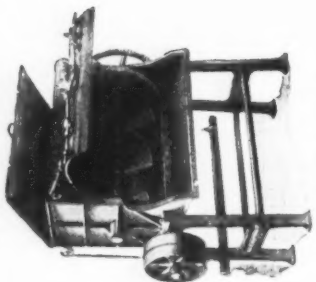


ACME Remelter.

STANDARD Soap Frame.



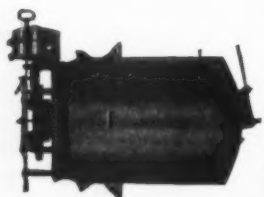
Soap Chipper.



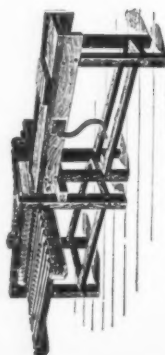
IDEAL Amalgamator.



HORIZONTAL Cutter.



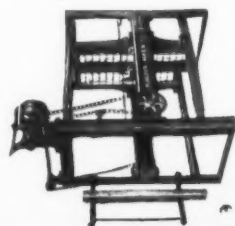
PERFECTION Cutter.



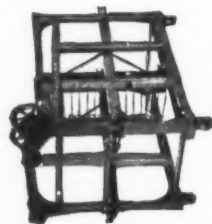
DOUBLE RACK Cutter.



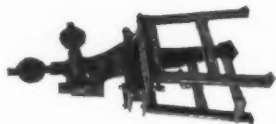
AIKEN Power Cutter.



AIKEN Power Slabber.



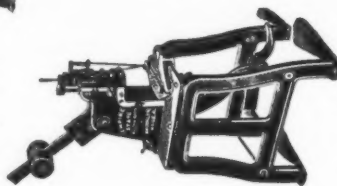
CHAMPION Slabber.



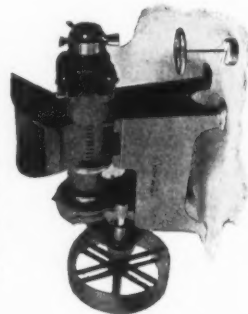
No. 4 Soap Press.



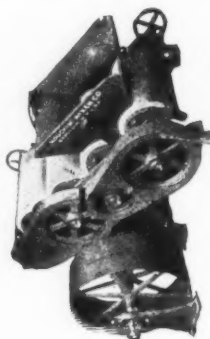
Soap Dies.



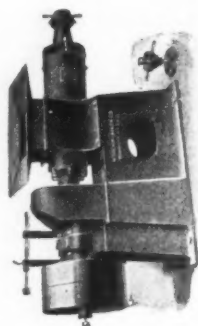
EMPIRE STATE Soap Press.



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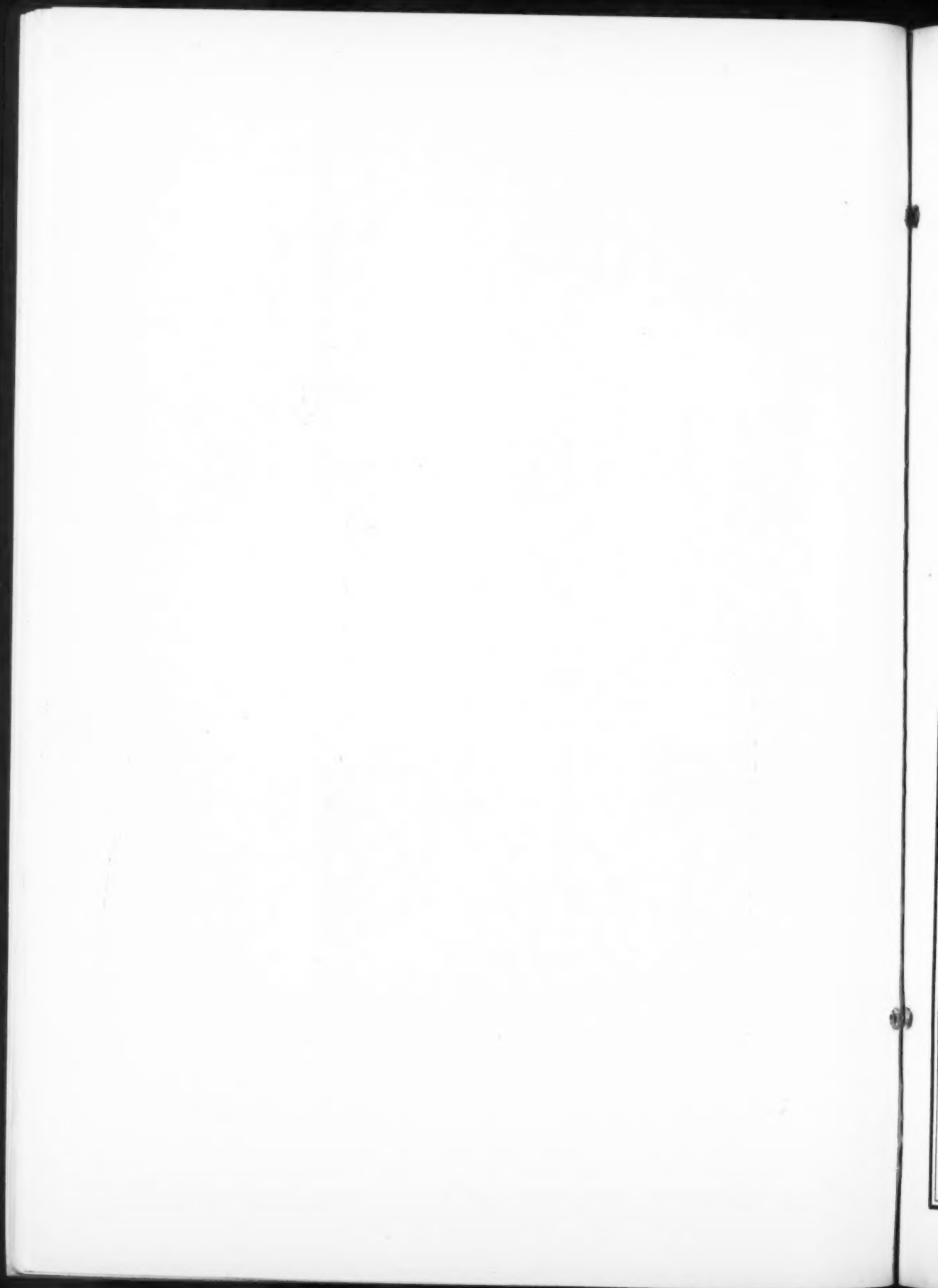
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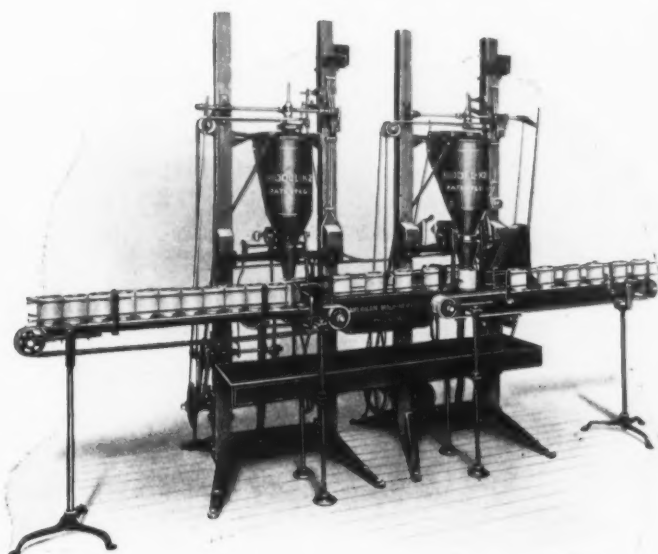
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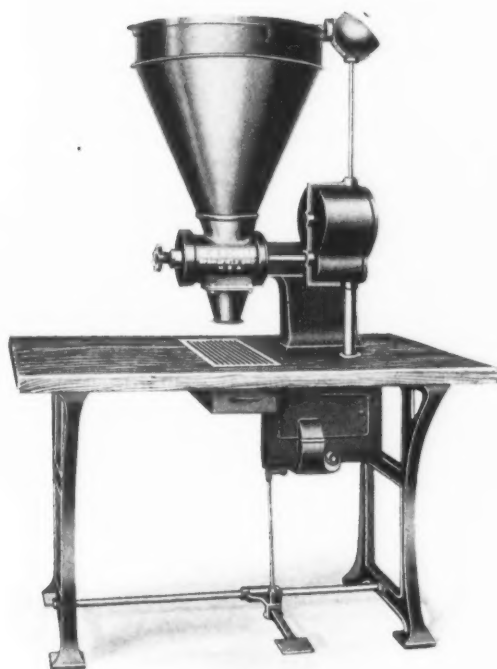
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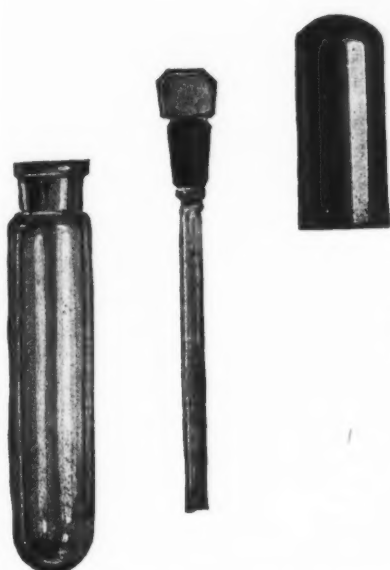
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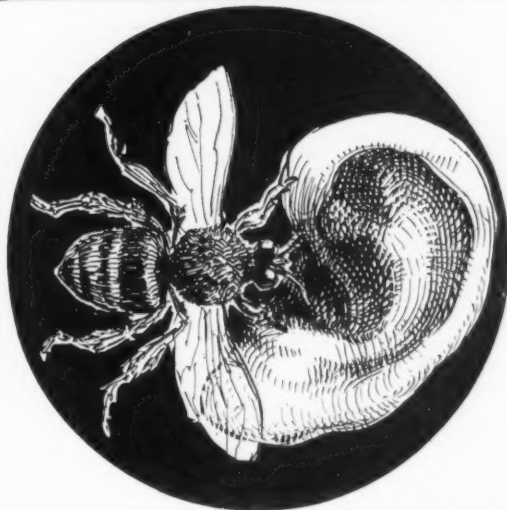
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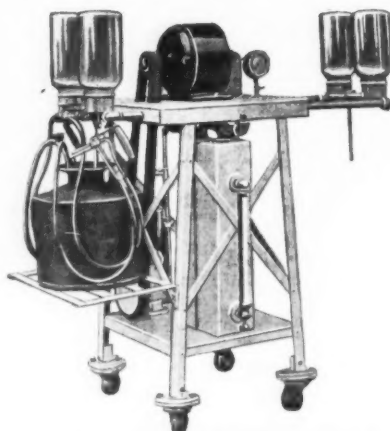
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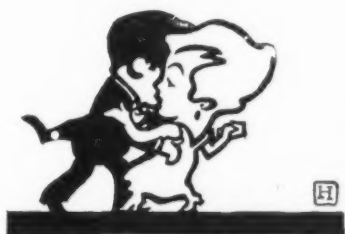
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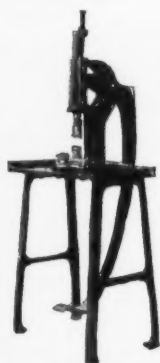
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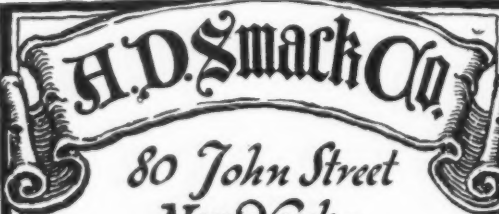
173 N. Green Street, Chicago, Ill.

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
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*I All grades of*  
**VANILLA BEANS**

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**GUMS**  
*Arabic Tragacanth  
Crude Powdered*  
**POWDERED KARAYA GUM**

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## FINEST ITALIAN OILS

Terpeneless, Concentrated, Soluble

**R. SUBINAGHI & CO.**  
MILAN (ITALY)

Factories at AFFORI, near Milan, at MESSINA, Sicily,  
and at VIGONE, near Torino.

### SPECIALTIES:

All Italian Essential Oils, Natural & Terpeneless  
GUARANTEED PURE

BERGAMOT	NEROLI BIGARADE
LEMON	PETITGRAIN
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MANDARIN	LAVENDER (Alpine)
ORANGE, Sweet & Bitter	FLORENTINE ORRIS

*Ask for Price List and Samples*

Agents desired for the United States.



MAKERS OF SOAP OVER A  
QUARTER OF A CENTURY

## SHAMPOO

Liquid and Base

**HARRAL SOAP CO., Inc.**  
132 Havemeyer St., Brooklyn, N. Y.

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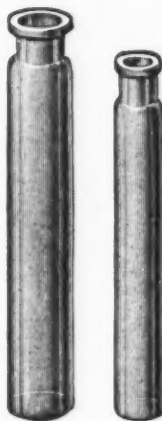
*METAL CONTAINERS*

WILLIAMSPORT, PA.

Tubes for Dentifrices, Soaps, Ointments, Cold Creams, Flavoring Extracts, Adhesives,  
Paints and Printer's Ink.

## VANILLA BEANS

THURSTON & BRAIDICH  
27 CLIFF STREET  
NEW YORK



MACHINE  
MADE  
VIALS

Our vials are especially adapted  
for the perfumery trade.  
Write for prices.

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VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.

## **"Proctor" DRYERS**



"Proctor" Automatic Soap Dryer for Toilet  
and Laundry Chip Soaps

# **Economical Soap Drying**

In these days of close competition, the improved drying facilities of the "Proctor" Automatic Soap Dryer are not only a valuable asset, but a necessary adjunct to the profitable operation of a soap manufacturing plant.

In the "Proctor" Dryer, the hot liquid soap is taken direct from the kettle or crutcher, cooled, crushed, reduced to thin ribbon, and uniformly dried in a rapid automatic operation requiring less than fifteen minutes.

The economical "Proctor" system is of great importance to up-to-date manufacturers of high grade toilet and shaving soaps.

**The Philadelphia Textile Machinery Co.**

*Drying Machine Specialists*  
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PROVIDENCE, R. I.

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91

## **CAPS**

for

**Cold Cream Jars**

## **ROUGE BOXES**

ATTRACTIVE DESIGNS IN  
BRASS AND ALUMINUM

**American Metal Works**

Wayne Junction, Philadelphia

# **TALCUM POWDER CONTAINERS**

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## **QUALITY**

Attractive  
Artistic  
Arrangements

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Original  
Shapes

Lithographically Decorated and Plain Metal  
Packages of Every Description

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CHARLES AND BARRE STS.  
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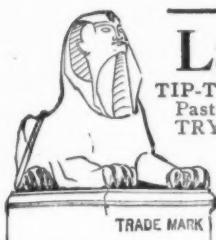
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WHOLE AND POW-  
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**P**OWDERED NEU-  
TRAL WHITE  
SOAP (*Rajah Brand*)  
FOR TOILET  
REQUISITES

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**NEW YORK**

*Importers, Exporters and Grinders of Crude Drugs*



REG. U. S. PAT. OFF

## Labeling Pastes

**TIP-TOP PASTE POWDER.** Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

**SPHINX PASTE**—For high grade labels to glass or paper.

**TINNOL**—For plain or lacquered tins.

**MACHINE GUM**—For wood or paste-board.

**CONDENSED PASTE POWDER**—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

**The Arabol Mfg. Co.**

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**New York**

## Glyzzerol B

A SUBSTITUTE  
FOR

**C. P. GLYCERINE**

## GET READY

To supply your customers with

**Non-Alcoholic**

**BAY RUM and TOILET WATERS**

We have solved the alcoholic problem and can furnish guaranteed Soluble Bay and Flower Oils in the following odors:

**Lilac            Rose            Violet**  
**Bouquet      Apple Blossom**

Write for booklet and prices.

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## Velvatone Powder Puff

The  
Improved Powder Puff  
for the  
Compact Powder Box

Velvatone Powder Puffs  
are made in special  
colors to harmonize  
with your color  
scheme

Take less space  
in the Vanity  
Box

— Cost you Less.

Velvatone Powder Puff Co.  
140 Sixth Ave.  
New York

Patented { 1,270,739 June 25, 1918  
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## FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

*Special prices on contract.*

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

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EST. 1881

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### HIGHEST CLASS CONCRETES, POMADES and ESSENTIAL OILS



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Makers of L. B. and ESCO FLAVORS.

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### Lily of Valley Anthosia

Its true odor of Lily of the Valley, great strength, and lasting power, make it quite superior to any similar oil on the market.

Rhodinol N. Citronellol  
Phenylethyl Alcohol  
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Write for quotations and samples.



*Sole Agents in  
United States and Canada*

**BENJ. FRENCH, Inc.,**  
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## INTERNATIONAL ALCOHOL CORPORATION

280 BROADWAY  
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MANUFACTURERS OF

# VICTORY

(REG. U. S. PAT. OFF.)

## Cologne Spirits

FOR

### High Class Perfumery

and

### Flavoring Extracts

SPOT DELIVERIES

INQUIRIES SOLICITED

We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

## Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

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**Dayton, Ohio**



FACTORIES:  
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ESTABLISHED 1851

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PURE IMPALPABLE RICE STARCH  
(Strictly Neutral)

No. 40 CARMINE  
(Cochineal Color)

*Manufactured by*

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11-13 East Illinois Street  
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**GUARANTEED QUALITY AT THE RIGHT PRICE**

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

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"KOLAB"  
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Excellent for use in Lilac oils

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For Violet and Bouquet odors

## Artif. Neroli

Compares favorably  
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Very powerful and  
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## WISTARIA

A true reproduction of the flowers of  
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## ROSE OTTO ARTIFICIAL

Most perfect base for Red Rose

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For Household and Toilet Soaps

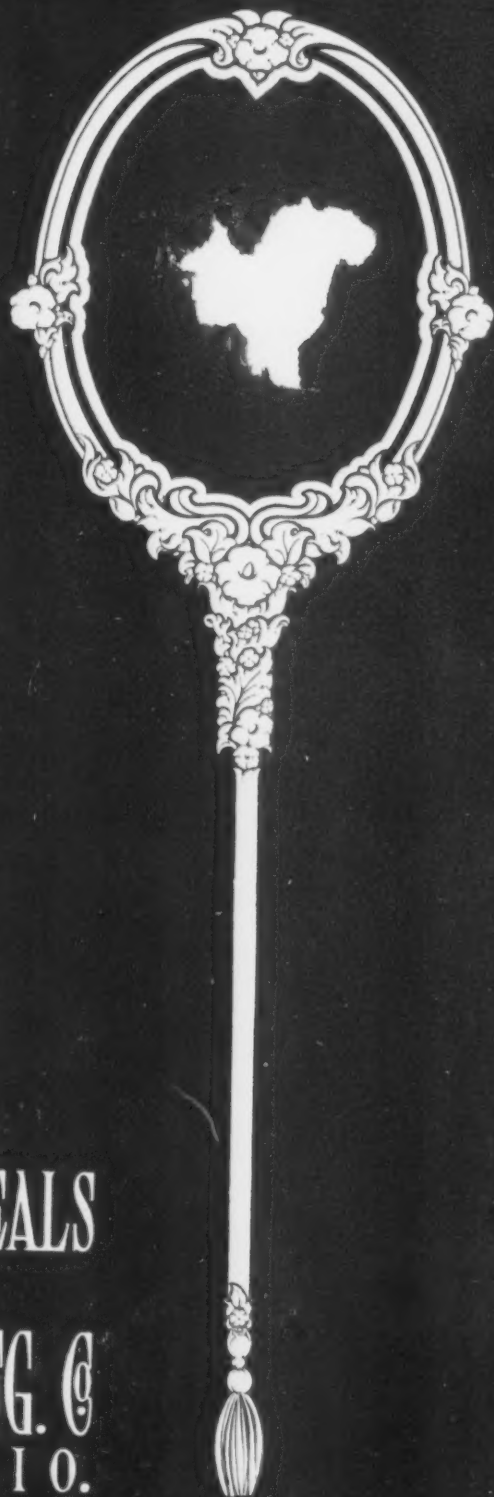
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THE STANLEY MFG. CO.  
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# *All Work of Quality* IS NOT MADE *by* CHANCE

 AN ARTICLE made for cheapness and not for excellence of workmanship is, when justly estimated, attended with much less profit to the buyer.

 STANLEY'S GUMMED EMBOSSED METAL SEALS AND LABELS *are a perfect combination of the finest workmanship and materials that come through years of experience.*

 We realize that our future growth and progress depend upon the artistic worth, durability and satisfaction to our patrons of every seal or label sent out from our factory.

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MR. F. J. KUGLEN      149 Montrose Ave.  
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ATTRACTIVE

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*Manufacturers*

Burnt Sugar Coloring  
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ROUGE  
FACE POWDER COMPACTS  
LIP ROUGE      LIP POMADE  
NAIL POLISH (Cake Form)

IN METAL & PAPER BOXES

*One Quality Only*

ABONITA COMPANY INC.  
134 S. Clinton Street      CHICAGO

Centrally Located for Quick Shipments



# FLOSS FOR EVERY PERFUMERY NEED IN ANY QUANTITY

OUR PRODUCT IS ESSENTIAL ON  
A PERFECT PACKAGE



This TRADE MARK is our GUARANTEE OF  
SATISFACTION.

OUR SPECIALTY—Any color dyed to order in pound lots or upwards,  
shipped in 48 hours all spooled ready for use.

ARTIFICIAL SILK—SEMI-PURE SILK—FLOSS OR TWIST—ANY WEIGHT

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NOTE—Clear and Amber Cork Stoppered Bottles in Quantity Lots  
Quality and Service—Send Samples for Estimate

## HUMMEL & ROBINSON

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REFINERS of



## LANOLIN, U. S. P.

HYDROUS  
ANHYDROUS

for pharmaceutical purposes, salves, ointments,  
toilet creams.

CRUDE LANOLIN  
NEUTRAL WOOL FATS

for technical purposes.

## THE TWITCHELL PROCESS

THE STANDARD METHOD OF  
DEGLYCERINIZING  
THROUGHOUT THE WORLD

## Kontakt Saponifier

FOR HIGH GRADE FATS

## Kontakt D. P. Saponifier

FOR LOW GRADE FATS

*The Twitchell Process Co.*

CINCINNATI, OHIO



*Made and Packed  
with Your Own  
Label or Seal*

**Rouge and Face Powder  
Compacts (all shades)**

*In Metal or Paste Board Boxes*

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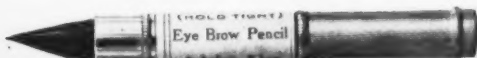
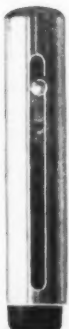
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*Prices and Samples  
Furnished Upon Request*

*Also Makers and Importers of  
"Hold-Tight" Hair Nets  
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"Hold-Tight" Hair Wavers*

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## Vanilla Beans

MEXICAN  
BOURBON  
SOUTH AMERICAN  
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OLIVE OILS  
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**RICARDO GOMEZ & DIETLIN CO.**  
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## PUMICE

We are opening up a vast deposit of volcanic ash, which compares favorably in purity and color with the Italian Pumice.

Shipments can be made only in the raw state and only in bulk carloads.

*Let us send you a sample and quotation.*

**DAVIDSON PUMICE CO.,** (not inc.)  
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HIGHEST QUALITY

IN SOLID OR POWDERED FORM

# STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

## Millville Bottle Works

MILLVILLE, N. J.

Manufacturers of

# BOTTLES

## PERFUMERS WARE

OUR SPECIALTY

GEO. N. HANNA

108 Fulton St.

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## EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

## ROSE SYNTHETIC

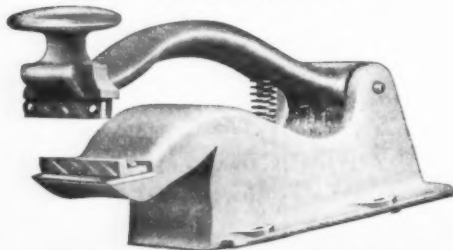
A Product Which Will Merit Your  
ATTENTION

SAMPLE FURNISHED

## H. C. RYLAND

Importer and Exporter

284-6 PEARL ST. NEW YORK

THE BEST  
HAND POWER MACHINE MADE

THE "STANDARD" TUBE CLOSING MACHINE

## COLLAPSIBLE TUBES

(ALL SIZES)

### Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.  
NEW BRIGHTON, PA.

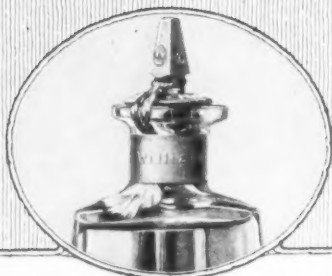
**FANCY STOPPERED  
BOTTLES**

—AND—

**OTHER HIGH GRADE  
PERFUMERS' WARE**

—  
***WILLIAM PENN  
GLASS MFG. CO.***

Main Office: Sixth St.  
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DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

*Samples of this silk—in five different qualities—gladly sent on request.*

**The H. K. H. SILK COMPANY**  
Dept. T

Successors to M. Heminway & Sons Silk Co.  
120 East 16th St. New York, N. Y.

## CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

### BUSINESS OPPORTUNITIES

PERFUMERS AND TOILET PREPARATION APPARATUS WANTED—Talcum powder mixing and filling machines. Mixing and filling machines for creams and other toilet preparations. Kettles, sifters, mixing tanks, tube filling machines, etc. Prefer apparatus of large capacity. Write C. Mills, 325 W. Third St., Cincinnati, Ohio.

NEW AND SECOND-HAND DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK BROS., PERTH AMBOY, N. J.

### HELP WANTED

SALESMEN—Experienced in selling flavoring extracts in New England and New York State. Only high class men need apply. Address H. W., No. 703, care of this journal.

WANTED—Chemist thoroughly familiar with the manufacture of high grade perfumes, toilet preparations, hair tonics, etc., to take charge of laboratory. Give detailed information, references, and state salary expected. Address H. W., care of this journal.

(Continued on page 82.)

# LILAC "VANNA"

A beautiful new oil, of the popular vegetal character, fresh and flowery

Used  $\frac{1}{2}$  to 1 oz. to gallon for toilet water (50% to 75% alcohol.) Produces a remarkable product. Will meet all prohibition requirements.

## L. A. VAN DYK

*Manufacturing Chemist*

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## AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

**LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—  
PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING  
CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.**

**AMOLE SOAP CO. TIPPECANOE CITY, OHIO**



### STOKES

#### Powder Filling Machines

are packing most of  
the best makes of

#### Toilet Powders

on the market.

They handle any shape  
of container

#### Rapidly and Accurately

Send for circular

**F. J. STOKES MACHINE COMPANY  
PHILADELPHIA, PA.**

## WANTED

A consulting engineer, thoroughly experienced in modern Soap Factories and Soap Machinery, to lay out plans for a new and modern Soap Factory.

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## UNDER ABNORMAL CONDITIONS

such as the present, when the supply of raw materials of pre-war quality is not possible, the solvent problem becomes paramount. In order to eliminate this cause of frequent trouble use

### GRAVES' XXX EXTRA FRENCH COLOGNE SPIRITS

This well known solvent is made by specialists who have devoted themselves to the production of inodorous cologne spirits of the highest solvent power.

Write us about a 5 gallon trial.

**C. H. GRAVES & SONS,**

**35 Hawkins St., Boston, Mass.**

**HELP WANTED Continued***(Continued from page 80.)*

**WANTED**—High class salesmen for a line of high grade perfumes and toilet preparations. Only those who have had experience and can show results need apply. Give full information and references first letter. Salary and commission basis. Address H. W., No. 729, care of this journal.

**THERE WILL BE**, in the near future, an opening in a well-known manufacturing concern for an efficient and intelligent salesman of the live-wire type. This is a splendid opportunity for one meeting these requirements. Reply in full stating experience, qualifications, etc. All answers confidential. Address H. W., No. 730, care of this journal.

**GOOD SALARY** for a man of good executive ability, with practical and technical ability to handle large soap manufacturing proposition. Address H. W., No. 731, care of this journal.

**TO A FIRST-CLASS SALESMAN** of proven ability, having a thorough selling knowledge of synthetics and flower oils, well acquainted with the trade, an unusual opportunity will be presented. Must give A1 references and all facts to be considered. Address H. W., No. 732, care of this journal.

**WANTED**—Intelligent young salesman by progressive essential oil house to cover New York territory. One experienced in selling synthetics preferred. Salary and commission. Address H. W., No. 733, care of this journal.

**CHICAGO REPRESENTATIVE** wanted by successful New York firm, who eventually will take charge of branch office. Must be familiar with synthetics, essential oils and fruit flavors. A1 opportunity for the right party. State experience, also salary and commission wanted. Address H. W., No. 734, care of this journal.

**WANTED**—Perfume salesmen for the coming year to cover the States of Delaware, Maryland, Virginia, West Virginia, North and South Carolina. Address The Willis H. Lowe Co., Boston, Mass.

**SITUATIONS WANTED**

**POSITION** wanted by practical soapmaker. Can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W., No. 696, care of this journal.

**YOUNG MAN**, 32 years of age, who has had a number of years of chemical experience, toilet articles and perfume experience in Europe, who thoroughly understands the manufacture of high grade toilet articles, perfumes and household specialties, wishes first class position. Salary \$60 per week until ability has been demonstrated. Address S. W., No. 701, care of this journal.

**TOILET GOODS SALESMAN** with over fifteen years, road experience will be open for position January 1. Very best references. What have you to offer? Address S. W., No. 711, care of this journal.

**ORGANIC CHEMIST** (Doctor of Philosophy), expert in research of essential oils and organic aromatics. Former assistant professor of the oil research laboratory of a European university, seeks a situation. Address S. W., No. 735, care of this journal.

**SITUATION** wanted by an experienced perfumer and laboratory manager with knowledge of how and where to buy raw materials and supplies, can equip a laboratory with the most modern labor saving devices. Best of references covering a period of eleven years. Address S. W., No. 736, care of this journal.

*(Continued on page 84)*

ESTABLISHED 1890

**FOREIGN—TALC—DOMESTIC****KAOLIN****ZINC OXIDE****MAGNESIA CARBONATE****SOAP POWDER****ZINC STEARATE****PREPARED CHALK****PRECIPITATED CHALK****Light, Medium, Heavy, Dense and Free Flowing****STARCH****INFUSORIAL EARTH****WHITTAKER, CLARK & DANIELS, INC.****IMPORTERS AND EXPORTERS****250 Front St.****New York**

# Play Safe! Pack Your Goods Right!

The quality of your product is the keynote of your reputation. The condition in which your goods reach the ultimate consumer is the important detail that makes or mars your good-will.

Safeguard this vital asset by every care in packing.



## Protective Papers

Glassine—Vegetable Parchment—Grease Proof—Parchmoid

safeguard your product and good-will on that journey from your factory (over the counter) to the consumer.

Each one of these papers has distinctive qualities that make it best for the purpose—all can be creased or folded without cracking. They will improve a poor package and make a good package better. Supplied in sheets, rolls or circles. Your jobber can supply you.

Write today for samples.

For the convenience of the Western Trade, we carry a complete stock of Diamond-F Protective Papers at our Chicago warehouse and factory, 1656 Beale Court.

**Diamond State Fibre Company**  
Bridgeport, Pa. (Near Philadelphia)

Also makers of Diamond Fibre—"A Remarkable Material"

**J. N. LIMBERT & CO.**

12 South Marshall Street  
PHILADELPHIA

**Importers  
of  
Vanilla Beans**

**All Varieties**

## EMBOSSSED SEALS AND LABELS

GOLD  
AND  
SILVER

COLORS  
AND  
TINTS



*For Perfume, Toilet  
and Soap Manufactures  
And any other purpose  
where seals are used  
All manufactured on our  
premises*

The most popular  
containers for  
Tooth Paste, Cold Creams,  
Flavoring Extracts,  
Shaving Creams,  
Ointments, etc., are

# SHEFFIELD

## PURE TIN TUBES

REG. U. S. PAT. OFF.

### SANITARY—ECONOMICAL CONVENIENT

Made of the purest tin  
under careful supervision.  
They reach you packed  
in strong, partitioned boxes,  
free from dirt and dust.

Send for Literature and Samples.

**New England Collapsible Tube Co.**  
New London, Conn., U. S. A.

A. G. SPILKER

Sole Agent for Chicago and the Middle West  
326 W. Madison St., Chicago, Ill. (Main 5154)

### SITUATIONS WANTED

MAN EXPERIENCED in revising laboratory methods and operations along modern lines, both in the production of goods and their course through the workrooms; an efficiency expert. Address S. W., No. 737, care of this journal.

CHEMIST, graduate in organic, inorganic and physiological chemistry desires position to do research or assist perfumer, in or near New York, where earnest efforts will be appreciated. Salary secondary to opportunity. Address S. W., No. 738, care of this journal.

PERFUMERY CHEMIST employed by large corporation has some spare time to devote to other manufacturer's problems. Can supply perfected working formulas and advice on all toilet preparations, tooth paste, shaving cream, etc. No charge except for results. Address S. W., No. 739, care of this journal.

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### INFORMATION REGARDING TRADE-MARK PROTECTION

**PERFUMER PUBLISHING CO.**

80 Maiden Lane

New York

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Designers and manufacturers of Sheet Metal  
Specialties—such as Caps for Talcum and Tooth-  
powder Cans and Jars, in Brass—Polished,  
Nickelplated, etc.—and other metals.



No. 162—Self-Closing Cap.



No. 50



No. 97



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No. 150



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